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## Editorial AS WE SEE IT

Now that the danger of inflation has again raised its ugly head, it would be well if the rank and file were to give close scrutiny to a number of popular fallacies about the causes of rising prices and the possible preventives—other, of course, than the rather naive idea that one-sided pressure from government can avail for that purpose. It is strange that some of these rather obvious *non sequiturs* should be widely overlooked in Washington where a very substantial number of learned economists live and work. It can not be that these gentlemen are unaware of the faulty reasoning in this field that so often appears in official documents, and certainly we should not for a moment suggest that they would consciously be party to public deception. We can only suppose that they have not been able, any more than others before them have been able, to make themselves effective in political circles.

One of the more subtle and most often encountered among these fallacies involves comparison of wage increases with what is known technically as productivity. It seems almost universally to be taken for granted that wage increases which do not exceed gains in productivity have no inflationary consequences. The supposition is, presumably, that in such circumstances there is no increase in the costs of producing goods and services. The absurdity of this line of reasoning when hundreds of millions, even billions of dollars are being poured into conversion to automation and similar changes should, one would think, be quite obvious.

Labor costs are, of course, not the only cost of producing goods and services and, if stabilization of labor costs is attained by adding to other costs, what has been accomplished is merely the old, old game of robbing Peter to pay Paul. That is precisely what has been happening in all too many instances in recent years and is still taking place. Productivity, or output per manhour is, therefore, no automatic gauge of warrantable changes in wage rates. Another widespread fallacy often heard out of the mouths of political (Continued on page 24)

## Congress' Performance and the Dynamic Aerospace Business

By Andrew G. Haley, General Counsel of the International Astronautical Federation and the American Rocket Society; Member of Haley, Wollenberg & Bader, Washington, D. C.

Up-to-date appraisal of where we legislatively stand in the aerospace science and space industry—from international space communications to moon orbiting—includes (1) problems and policies still to be solved; (2) progress to date; and (3) the need for sacrifices of not only money and time but, also, the customary way of dealing with problems. Noted are the myriad of Congressional Committees involved; problem of determining financial and operational control over private ownership; distress caused by unsettled indemnification and proprietary patent rights policies; and the host of issues that came under the category of economic regulation.

The complexity and urgency of the problems facing the aerospace industry have increased in direct ratio to the growth of the national space program. And the range of problems in the aerospace industry requiring the attention of Congress has increased accordingly.

The most important single subject of Congressional scrutiny within the aerospace field has been the establishment and operation of a satellite communications system. During the past few weeks at least 14 different Congressional committees have considered the problems of space communications. It is probable, in fact that the present session of Congress has given broader consideration to satellite communications than it has to any other subject.

The cause of the crescendo of Congressional concern is the fact that space communications may soon become one of the world's largest industries,

and from the standpoint of international politics and national security, one of the most important.

The diversity of the problems involved has led to the shift in leadership in the consideration of space communications policies from the Federal Communications Commission to the National Space Council in June, 1961 and then during July and August, 1961 within our government from the Executive to the Legislative Branch.

The problems, both national and international, involved in the establishment of an international space communications system are extremely complex; so much so that the international aspects have as yet been largely ignored, even by the Congressional committees. The discussion centers as much as anything else on the necessity to adopt as rapidly as possible a national policy concerning private versus government ownership of the space communications system.

Intimately connected with this problem, but rarely acknowledged as being in any way related to this problem, is the dispute over the best form of private ownership, i.e., how to allocate financial and operational control.

Congressional interest in space communications has existed for several years, but until this year it has been concentrated on military applications and on frequency allocations. It was not until the Federal Communications Commission underestimated the significance of the anti-trust and international implications of its recommendations that Congress expressed genuine concern over future developments in this field.

The kickoff came in early July, 1961, when Senator Russell B. Long (D-La.), Chairman of the Senate Small Business Subcommittee on Monopoly, stated that space communications control "is not an established routine matter to be decided by an executive or regulatory agency of the Federal Government," but is rather a "major public policy question which properly should be settled by the Congress." A few days (Continued on page 26)



Andrew G. Haley

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## National Aviation Corporation

"Space Age" stocks should retain their popularity and glamour-appeal for many, many years into the future. The United States is going to spend billions of dollars to put an American on the moon by 1970. The Russians will do the same. This ambitious man-on-the-moon program is merely one out of hundreds of different space and satellite projects. As a "Space Age" stock, once again I favor National Aviation Corporation, which is listed on the New York Stock Exchange. I previously wrote up this equity for *The Commercial and Financial Chronicle* as the "Security I Like Best" on Sept. 13, 1951, exactly 10 years ago this week. It was then priced at 20 1/4.

Currently, "NTA" stock sells around \$28 per share and it has a net asset value, based on present market values of its portfolio holdings, of approximately \$31 a share. During the past decade or so, I am happy to report, National Aviation has paid out considerably more in dividends than the stock is selling for today. I shall set forth these details later on in this article.

"Space Age" Investments: National Aviation is a regulated investment company which started its career in the late 1920s. It invests in space, missile, rocket, airline, aircraft, and related electronics issues. Over past years, an active trading policy has been pursued which has involved sweeping portfolio changes. The company's management has shifted holdings on dozens of occasions to take advantage of the spectacular ups and downs of the aerospace and airline industries, and the resulting wide price swings in their securities. At mid-1961, the portfolio was invested as follows: 56.5% in aeronautics and space stocks, 22.8% in airlines, and 20.7% in cash items. The 22 largest holdings, as measured by market value, were:

1. Boeing—40,000 shares, plus \$250,000 par conv. debentures.
2. United Air Lines—24,800 common shares, and \$722,000 conv. debentures.
3. Martin Co.—55,000 shares.
4. Lockheed—40,000 shares.
5. North American Aviation—40,000 shares.
6. American Airlines—75,000 shs.
7. United Aircraft—30,000 common shares, and 3,000 conv. preferred.
8. Northrop—25,000 shares.
9. Grumman Aircraft Engineering—40,000 shares.
10. Litton Industries—8,500 shares.
11. Eastern Air Lines—40,000 shs.
12. Thompson Ramo Wooldridge—17,000 shares.
13. Air Products—15,000 shares.
14. Collins Radio—\$760,000 par conv. debentures.
15. Western Air Lines—30,000 shs.
16. Northwest Airlines—20,000 shares conv. preferred.

(This is under no circumstances to be construed as an offer to sell, or as a solicitation of an offer to buy, any security referred to herein.)



Eldon A. Grimm

17. Giannini Controls—10,000 shs.
18. Delta Air Lines—10,000 shs.
19. Pan American World Airways—\$510,000 conv. debentures.
20. Emery Air Freight—13,300 shs.
21. Douglas Aircraft—8,000 shs., plus \$200,000 conv. debentures.
22. Sperry-Rand—\$300,000 debentures with warrants.

Lesser amounts were represented by New York Airways, Aerojet-General, Airborne Instruments convertible notes, Airwork debentures with warrants, Cessna Aircraft, Electronic Associates, Hewlett-Packard, Minneapolis-Honeywell conv. pfd., Piper Aircraft, Statham Instruments, and Varian Associates.

**Generous Dividend Record:** Dividend payments have been on the generous side, although they have varied widely from year to year over the past three decades. As an example, let's look at the record since the beginning of 1950. In these past 11 1/2 years, dividends to stockholders have totaled \$36.58 per share, including \$27.33 of capital gains (on stock market profits), and \$9.25 of ordinary investment income.

Here is the annual per-share dividend performance from 1950 to date, showing disbursements from investment income and from capital gains:

Year—	Dividends Paid From—	Capital Gains
Inv. Inc.		
1961-----	\$0.48	\$2.05
1960-----	0.25	0.05
1959-----	0.56	2.99
1958-----	0.50	1.50
1957-----	0.78	2.72
1956-----	0.87	3.63
1955-----	1.00	4.10
1954-----	1.21	4.94
1953-----	0.92	1.58
1952-----	0.90	1.50
1951-----	0.87	1.53
1950-----	0.91	0.74

**Valuable "Rights" Also Issued:** On four different occasions since 1955, shareholders have also received valuable "rights" to purchase additional stock at prices below the prevailing market. In 1960, for instance, holders were given the privilege of buying one additional share for each four shares held at \$22.50 each—or well under last year's price range of 32 1/2 high, and 25 1/2 low. Total outstanding shares now number about 1,135,162.

**New Policy On Dividends:** Individual stockholders, if they so desire can take their capital gains dividends in the form of stock rather than in cash.

**Management:** President of "NTA" is Frederick F. Robinson, a tall gentleman with a friendly smile, a warm greeting, and a cheerful personality. He is a keen student of aviation, airline, missile and space industry trends, as well as military spending budgets. Vice-President is S. Kenric Lessey, Jr., also an avid aerospace expert.

**Why National Aviation?:** The average investor doesn't have the time or patience to keep up with the thousands of developments affecting the dozens and dozens of companies in the "space" and airline fields. Some of these concerns will be highly successful, but others will fall by the wayside despite the basic sex appeal of the race for space. National Aviation's job, therefore, is to pick out the "winners." In the past it has been unusually astute.

Eventually, the airline picture may turn for the better and many airlines should be very profitable enterprises despite their severe present-day problems. In the meantime, only 22.8% of the port-

This Week's  
Forum Participants and  
Their Selections

National Aviation Corporation—Eldon A. Grimm, Vice-President, Walston & Co., Inc., New York City. (Page 2)

Armco Steel Corporation—Alfred R. Hill, Partner, Hill & Co., Cincinnati, Ohio. (Page 2)

folio is in airlines vs. 40% as recently as 1958.

Technology is changing at a frightful pace as we deal with Russia for the conquest of space and the atom. Indeed, National Aviation strives to keep abreast of our momentous times—whether we experience "war scares" or "peace scares," armament or disarmament, recession or prosperity, rampaging atomic rockets or supersonic space ships.

ALFRED R. HILL

Partner, Hill & Co., Cincinnati, Ohio  
Armco Steel Corp.

Armco Steel Corporation is a fully integrated steel producer, ranking sixth in its industry on the basis of ingot capacity. In recent years however, it has ranked third or fourth in net earnings.

The company is noted for its diversification, its progressive research efforts, its good relations with employees, and its ability to operate at a consistently higher rate than the steel industry as a whole.

Armco produces every major steel mill product except tinplate. The eight steel plants of its Armco and Sheffield Divisions turn out products especially tailored for regional markets. In its National Supply Division and Armco Drainage & Metal Products, Inc. subsidiary, it has built-in channels of distribution which give it exceptionally deep penetration into the markets for oil country goods and steel construction products. Through The Armco International Corporation it has extensive operations abroad.

Armco was the first in the steel industry to establish a research department—in 1910. Since that time it has produced at least one new product or process development each year. Recent new products include special stainless steels for missile and supersonic aircraft application and a new type of zinc coated steel of particular interest to the automotive industry.

About half of the company's employees are members of independent bargaining agencies rather than the CIO Steelworkers union. As a result, Armco has always been able to operate at approximately 50% of capacity during nation-wide steel strikes.

In the period 1951-1960, in every year but one (1951) Armco exceeded the average operating rate for the steel industry. In the 10-year span, Armco's operating rate was about eight points above that of the industry as a whole.

The company has been able to turn this advantage into higher profit margins on sales than the industry average. Based on pro forma figures, including National Supply which was merged into Armco in 1958, in the same 1951-1960 period Armco's profit margin after taxes was 6.8%, in comparison to a 6.4% average for the industry as a whole.

Armco has also shown a consistent ability to outstrip the industry in earnings on average capitalization. In the 10-year period noted above, Armco averaged 10.7%, against an industry figure of 9.3%.

Armco has been one of the steel industry's most active companies

Continued on page 16

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# Key Factors in Capital Investment Evaluation

By James B. Weaver,\* Director, Development Appraisal Dept.  
Atlas Chemical Industries, Wilmington, Del.

Checklist of factors employed in forecasting the profitability of investment decisions are rated in terms of their reliability and of their effect in case of error. Mr. Weaver makes clear that some of the major influences on profitability are not adequately adaptable to forecasting and to incorporation into a probability estimate.

One major function of the manufacturing corporation is to maximize the long-term profit to the stockholder who owns the firm.

In order to maximize this profit, it is necessary that the assets of the corporation be used wisely and increased at the fastest possible rate. While there are many measures of profitability which are used by the financial community to



James B. Weaver

judge the profitable growth of a firm, the soundest in principle seems to be the maximization of the profit compared to the investment employed. Other measures, such as return on sales, do not seem to be directly related to maximizing the profit to the stockholder per dollar invested. Throughout this paper we will assume that some form of return on investment is the proper way to judge new investments.

The profit of the corporation is determined by the series of decisions made by its management. Decisions, naturally, vary greatly in importance. They also vary in the degree to which they commit the firm to future action or to future payment of costs. One major decision which is of great importance and also involves long-term commitments is the decision to invest in fixed facilities. Even the choice of a man to serve in top management is extremely important, but can be reversed with a great deal of speed if necessary, whereas the commitment to make a fixed investment essentially carries with it the burden of continuing depreciation, insurance taxes, maintenance costs, etc., and also limits the fluidity of the company's action greatly in the case of a major technological advance.

It is therefore, generally agreed that the capital investment decision must be made with great care. It arises at many stages in developing chemical products.

The over-all investment decision problem can be divided into three phases. First, it is necessary to determine what factors will affect the future profits from the proposed investment. Next, forecasts must be found of each of these factors which have a significant effect upon the profit. Last, the forecasts of these factors must be combined in a consistent, understandable fashion to indicate properly the relative profitability of each proposed capital investment in a form comparable with

corresponding calculations on other investments. Each of these subjects will be discussed in turn in the following paragraphs. First, it is necessary to establish one or two additional concepts basic to investment evaluation.

## The Base Case

In general, each investment only adds a rather small portion to a large company, so that it must be assumed the company will continue to operate whether or not the investment is made. Forecasts can be made of all the major elements of cash flow such as profits and depreciation, but some of these forecasts will be different, if the investment is undertaken, from what they will be if no investment is made.

Since there are usually some profits in the "base case," even if no investment is made, it is obvious that all profits estimated in those forecasts which assume that the investment is undertaken cannot be used to justify the new investment. Any profits which would be achieved without the investment must be deducted from the profits which are used to justify the investment. For a new grass-roots plant making a new product, the base case may involve no profits, but such investments are relatively rare.

In general, every investment requires forecasts covering at least two cases, one assuming the investment is made, and one assuming no investment. All factors significant to the company cash flows must be considered for both alternatives, and those which are different must be estimated in detail. Only the difference in profit achieved can be used to justify the new investment. Sometimes, since there may be more than two alternatives, more than two entire cases must be forecast to determine which of several alternative investments should be made; this involves the more general concept of alternatives. If it would be cheaper to repair the existing equipment or better for the company to just drop out of the business, these alternatives must also be considered before a decision is made to undertake an investment.

## What Influences in the Future Affect the Investment?

Before we go into the detailed considerations necessary for evaluation of investments, it will be useful to put together a check list of all the items which affect the profitability of an investment. It is important then to note the significance of each of these items. Available analytical time can then be spent on those areas of greatest concern. In order to

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## OBSERVATIONS...

BY A. WILFRED MAY

EXPERT WITNESS—  
On Stocks vs. Art vs. Show Biz.

"See this beautiful oil painting by Thomas Hart Benton, and take a look at this Roualt clown," said my host in ushering me into his sumptuous master bedroom. "They're the perfect endorsement of your article on fickle fashion as the setter of art prices."\*

"I bought both of them about 20 years ago. Today, to sell the Benton, I'd have to sweat to get half of what I paid for it; while the Roualt would bring me double my cost." And as we strolled through the halls of a 42-room Georgian mansion in Manhattan's East Nineties, we soon passed a "full inventory" of the 18th Century English portraitists—Gainsborough, Turner, Reynolds, Romney, and Raeburn. "I'm not one of the owners who got stuck in their 'bear market' which your article pointed out. I bought them in London five years ago for about a tenth of the average for what they sold during the days of the super dealer-salesman, Sir Joseph Duveen."

My host was the fantastic Billy Rose, who in addition to art collecting, has tripled as dean of show business and now a full-time stock market speculator-investor. His preoccupation with the latter was impressed on your reporter by his stepped-up and quite gleeful escorting of us to his day-time inner sanctum. Tucked away in two smallish rooms of 8' x 12' and 10' x 14', it houses market "tools" extending to a N. Y. Stock Exchange ticker, a Dow-Jones news ticker, the leading manuals and literature (including Wiesenberger's Investment Companies tome); and a wall-covering slate.

Ticker Symbols on the  
Palace Wall

This interesting "prop" is covered mostly with chalked-up ticker symbols of 10 stocks "to watch," ranging from "T" for American Telephone at the top, to "MGM" for Metro Goldwyn Mayer. Also on the blackboard is a section devoted to things-to-do. On the day of our visit, this "department" was occupied with an oversized scrawl, Call Jock ("a reminder to phone Jock Whitney").

"Telephone" is tops with Rose in all ways. Now the owner of 80,000 shares accumulated since 1954 at its pre-split 160 price, he believes himself to be that august enterprise's second largest individual holder—with a paper profit running well into seven figures. Purchases were stepped up in 1958 when our crafty entrepreneur became reassured split-wise, through noting lags in the growth rate of the company's stockholder population.

The speculative-investment ambidexterity in his selection of stocks and in the combination of tickers with the manuals for "the facts," suggests that he is probably aping subconsciously his mentor Maestro Bernard Baruch, whom he started serving as a shorthand secretary, back in 1919.

## Uniquely Qualified Testimony

What interests us about Mr. Rose, more than his dramatized stock market exploits, is his appraisal of the comparative investment attraction of the stock market, show business, and the art market. In all three areas, the crowning of his expertise with vast material success, disassociates his views from "sour grapes" coloration or frustration, rendering them uniquely objective and valuable.

He has taken "several million"

dollars out of the entertainment business over the past three decades. The greater part of this "loot" as he calls it, came out of one show, Billy Rose's *Aquacade* at the 1939-1940 World's Fair. Owned 100% by Rose, the show played to 11 million paid admissions in New York and later in California. On Broadway, he put on such extravaganzas as *Jumbo* at the old Hippodrome, and ran night clubs as the Diamond Horse-shoe.

Today—a Better Break From  
The Dice

"No," as he says, "money-wise the theater doesn't owe me a dime. Matter of fact, it has paid me off handsomely. But the theater of years ago, and the hop-hop, horrendously expensive setup of today make it, production-wise and operation-wise something else again. Today, I don't think it's as good a gamble as a roll of the dice at a big dice game where they'll bet you two to one that you can't roll a ten or a four—and pay off immediately if you're lucky."

The Theater as an Investment  
Vehicle

"Let's consider the typical drama. If the critics on two papers, namely the *Times* and *Tribune*, publish negative notices, the chances of the play's survival for any length of time are virtually nil. On the other hand, Mrs. Roosevelt can complain over the back fence to a neighbor that her electric washing machine isn't worth a damn, but the company that makes the machine doesn't figure to close on Saturday night."

## The Assets Water-Soaked

"For another thing," Rose went on, "from the investor's standpoint every investment in a play or musical is 50% water. The producer, bless him, gets 50% of the profits. In the case of our hundred outstanding corporations, the officers may take home a lot of pay and also some stock options about which you're so concerned, but they don't get half of the total 'take.'"

"Last year's arithmetic in the New York theatre was plain silly. According to *Variety*, several dozen shows involving an investment of several millions of dollars went to bat. Only two, MARY, MARY a comedy—and CARNIVAL, a musical, are commercial successes."

The Real Thing in Cost-Push  
Inflation

"The cost of producing and operating a play or a musical, compared to what it was a few years ago, is another unhappy fact. Take for instance, THE DEVIL'S ADVOCATE which played at the Billy Rose Theatre this season. It was a good show, it got some superb reviews, it figured to run for at least a season. But it folded in 14 weeks. It needed darn near \$30,000 a week to break even. Had it been able to get by for \$12,000 to \$15,000 a week, it would still be on the boards; my theatre would be open, and approximately 100 people would be working."

## Frozen Asset

"An investment in a play is pretty much a frozen thing," Mr. Rose continued. "One can rarely sell his interest in a show because it's virtually impossible to calculate accurately what a show's future figures to be. Sure, there are a couple of exceptions like MY FAIR LADY and THE MUSIC

MAN, but the sale of one's interest in a show is a one-time thing."

## No Tax Breaks

And by way of dispelling prevalent tax illusions: "If one is successful enough to buy an equity that shows a profit, the gain on it, after holding it for six months, is a capital gain, subject, as you know, to a 25% tax. The money one makes on a show is ordinary income."

"In addition, virtually all plays and musicals are produced by limited partnerships. A corporation can, more or less, control its distribution of profits. Limited partnerships, aside from some reserves for the road and possible losses in town, distribute all their profits at the end or during the fiscal year."

"Another thing; if a business corporation sustains a loss, it can avail itself of the five year carry-back tax provisions. When a show loses its investment—that's it."

## Investment in Temperament

"Many a show is built around a star. And the average star is an open field of nerves. If Ethel Merman wants to go to Denver to see her daughter, the show closes down. If Jackie Gleason gets lost in one of the pleasant pubs on Third Avenue, the show is badly hurt. I don't think I need to elaborate on how savagely a star may twinkle."

## Art as an Investment Vehicle

"Do I think that the purchase of paintings is a better investment than gambling on a play? Well, by large and in the main, I think they're equally poor gambles—except for an occasional windfall."

Real vs. Fake "Certificates"  
Master Becomes Mistress

"When you buy a share of American Telephone," Rose went on, "it's easy to ascertain whether the stock certificate is a genuine one. When you acquire an old master, nothing is easy. Many a fellow has bought what he thought was a fine 'old master' and found that he was living with a shabby 'old mistress.' An art dealer will show you a Dutch painting and swear on his mother's milk that it's by Rembrandt. But over the years, the art world has learned that certain Rembrandts were painted by Fabritius, by Ferdinand Bol; even by some minor master."

## Nude-ity by Whom?

"Did Rubens paint that lush nude or was it painted by one of the many apprentices at his enormous studio? Is the Modigliani by Modigliani, or did it come out of the Modigliani factory which operated a short distance from Paris for several years? Or did the Corot come out of the Corot factory? Did Utrillo paint the whole picture, or was it an assembly line job with his wife helping out (his wife, as you know, is a pretty good painter)."

"May I tell you a small story about art experts. Back in the early nineteen forties, with considerable relish, in a flat on East 64th Street, I watched a skillful painter do a chubby Renoir nude. For laughs I bought it for a few hundred dollars. A year later, one of the best know authorities in the world on impressionist art offered to write me a full-blown authentication for \$350. I, of course, hadn't told him what I knew about the picture. He examined the picture carefully, then did a bit of homework in his own art library and came back a few days later with a photograph of a pen-and-ink by Renior which looked like the fat little fraud. I never told the great expert that he was talking through his small beard. There was no point in hurting him. I knew that he needed the \$350 — you may re-

member that things were kind of tough in the early nineteen forties. I was tempted to buy this phony authentication, which the trade might well have accepted as gospel. For the record, may I say that I didn't."

## No SEC For Disclosure

"The Securities and Exchange Commission may have its faults, but it does insist that every listed stock make available certain facts about its assets, what it owes, etc., etc. The investor, if he can read, and doesn't mind a bit of addition and subtraction—and if he uses the sense that God gave geese—can generally come up with a pretty good idea of the value of the equity at the time of his purchase. There is no SEC that I ever heard of for paintings or plays."

## The Security vs. the Psychoanalyst

"I think people kid themselves less when they buy a stock than when they invest in a show or a painting. They usually buy a stock (a) to make money or (b) to keep pace with inflation. They invest in shows, like as not, for reasons best known to their psychoanalysts. For one thing, the play loss is deductible. For another, they're stage struck or girl struck. Or they think it gives them a bit of stature to drop the word at a dinner party that they're going to 'take in the opening night' of their show. Of course, only a tiny part of the show is theirs and they're seldom permitted to witness a rehearsal. If they ever made a suggestion out there, like as not the director would hit them with a baseball bat."

"The fellow who buys paintings—I include myself, at least in the early stages of his career as a collector—usually buys them for the wrong reasons. Having kept up with the Joneses, he now wants to keep up with the Whitneys, the Pomerantz's and the Paley's. Or, he thinks it will make him look like a special fellow to hang the fly specks of Jackson Pollock on his wall and insist that he gets the message. Of course, in many cases, after a while the fellow who buys paintings for the wrong reasons actually gets to like them. But not too often. A railroad calendar or a Shubert three-sheet would give him just as big a lift."

"Of course, the fellow who owns a painting has an edge on the fellow who owns a unit in a play. The fellow with the painting can invite a girl to come up to his apartment to see it."

## That Cashing-in Problem

"A painting is priceless until you try to get a price for it. A hundred shares of Allied Chemical, even in a severe break, can be sold within a point of its last price on the ticker. The price of a stock is not determined by any one man or group of men—with exceptions of course. Literally thousands of people decide what an equity is worth from day to day."

Mr. Rose's debunking of Art and Show Business is, we believe, valid and significant. We would however, voice a bit of skepticism about his confidence in the stock market—particularly as applied to his personal operating habits — (is it, perhaps, intensified by super-Bull Market experience?). Thus, as we were taking our leave from his market sanctum we could not resist being beastly: "Doesn't your experience in making your biggest profit, by far, through your long-time holding of Telephone, convincingly disprove any need for your trading activity and split-second ticker service? Is it perhaps your continuing love of the dramatic, thus transferred from your former spheres of activity over whose material rewards you have become disillusioned?"... Mr. Rose's reply, we are certain, will provide the theme for another full-length article.

Hetrick to Join  
Ira Haupt & Co.

Charles S. Hetrick, City Clerk for Oil City, Pa. for almost 42 years, plans to retire on Oct. 1 when he will join the investment firm of Ira Haupt & Co., 111 Broadway, New York City, underwriters and distributors of investment securities, it was announced. Mr. Hetrick, who has served as the "good right arm" of mayors of Oil City for over forty-one years, brings to his new post with Ira Haupt & Co., a firm that has been very active in underwriting bonds of many municipalities and school districts in the State of Pennsylvania, a wealth of financial knowledge and experience.



Charles S. Hetrick

He is to join the Municipal Bond Buying Department of Ira Haupt and will cover the territory of western Pennsylvania, an area with which he is most familiar. During his long years in office in Oil City, Mr. Hetrick developed a bookkeeping system which has been adopted in a number of municipalities and companies throughout Pennsylvania and in the tri-state area.

Mr. Hetrick will work out of the New York headquarters of Ira Haupt, but will continue to make his own office in Oil City where he will enjoy greater accessibility to his assigned territory. The Haupt organization holds memberships in the New York Stock Exchange, American Stock Exchange, New York Cotton Exchange, New York Produce Exchange, New York Cocoa Exchange, Chicago Mercantile Exchange, Commodity Exchange, Inc. and the Chicago Board of Trade. The firm also maintains branches in San Francisco, Chicago and Dallas.

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Bohmfolk & Co.  
Formed in N.Y.C.

Bohmfolk & Co., Inc., has been formed with offices at 80 Pine St., New York City, to engage in a general securities business. John F. Bohmfalk, Jr., is president of the new company. He was formerly an officer of McDonnell & Co. Incorporated.

## Form Boulevard Secs.

BATON ROUGE, La.—Boulevard Securities Company, Inc. has been formed with offices in the Florida Building to engage in a securities business. Officers are Harold A. Webb, President; O. H. Crouch, Vice-President; and Von Perry Heatherly, Secretary.

## Form Cascade Corp.

SALT LAKE CITY, Utah—Cascade Corporation has been formed with offices at 1652 Blaine Avenue to engage in a securities business. Officers are Kay L. Stoker, President, and Irene C. Stoker, Secretary-Treasurer.

## Equity Funds Formed

SALT LAKE CITY, Utah—Equity Funds has been formed with offices at 1077 East 900 South Street to engage in a securities business. Officers are A. Sherman Gowans, President; George M. Ashby, Vice-President; A. Ezra Gull, Secretary; and Donald G. Lyman, Treasurer. Mr. Gowans, Mr. Ashby and Mr. Lyman were formerly with J. R. Holt & Co.

\* Does Rembrandt Pay Dividends?—Art as Investment, in the *Saturday Review*, Dec. 6, 1958.



# Chemical Research and Earnings Resurgence

By Dr. Ira U. Cobleigh, *Enterprise Economist*

Reaffirming the growth status of the chemical industry and singling out three issues of apparent merit at current levels.

The market has sometimes been described as a kind of symphony orchestra, in which some sections play loud and clear, while others are either resting or playing softly. Until quite recently, and for about two years, the chemicals have been playing softly; but now some of them have taken on a crescendo look.

During the market setback of 1960, chemical equities declined about 27% from their highs, while the Dow-Jones Industrial Average declined by only 17%. The industry found itself unfortunately placed last year when, just as a heavy 18-month program of plant expansion was coming to flower, demand sagged, and overcapacity reared its ugly head. True, for 1960, the industry increased its total sales by 8% over 1959, but profit margins suffered from weakened price structures; and a number of annual earnings statements were quite disappointing.

The Spring of this year turned out to be no particular springboard, and it wasn't until June or later that major chemical companies began to overcome the price/cost squeeze and to convert higher sales into higher net profits.

## Traditional Growth

This stronger trend, and resumption of the growth curve in net earnings, should not be ignored by investors, simply because chemicals, as a group, have been acting soggy. It should rather serve to redirect attention to the long range dynamic characteristics of this industry. For example, in the period 1947/60 production of chemical products grew at a rate of 8% compounded, compared with 4% for total industrial production. In the same period, capital expenditures for plant and improvement aggregated \$17 billion; and chemical companies increased their total assets by more than 150%. Pre-tax profit margins have remained attractive, averaging over 14% during the same time span.

Much of this continuous growth must be attributed to the huge and rising sums the industry spends regularly on research and development. In 1960 chemical companies, totally, spent \$700 million on this, which is twice as much as they spent in 1953. This has paid off by bringing some 400 new products to market each year. Half of today's chemical items were not even heard of 20 years ago.

Also to be noted is the fact that profit margins are highly leveraged. High depreciation and amortization plus heavy R and D outlays are fixed charges, and costs of raw materials used are low; so that once a plant gets above the "break-even" point, profit margins expand rapidly as

capacity operating levels are approached.

Not all chemical products are equally attractive growthwise, however. Older inorganic chemicals, such as certain basic acids and soda ash have languished, while plastic and synthetic fibers, petrochemicals and pharmaceuticals have been moving ahead.

In any event, our thesis is that certain chemical issues today, available at reasonable times/earnings multiples and at discounts from historic highs, deserve consideration. We have selected three representative issues.

## Union Carbide Corporation

Union Carbide is the second largest company in the industry with sales, for 1960, of \$1,548,000,000. It carried a little over 10% of that figure—\$158 million—to net after taxes equal to \$5.25 on each of the 30,102,208 common shares then outstanding. Gross plant account, after \$220 million in 1960 capital expenditures, stood at \$2,178 million at the year-end. In 1960, ratio of sales to this gross plant investment was 71%; the figure is expected to be above 80% next year which would create earnings of around \$6.50 per share.

Because a substantial section of Union Carbide's business is related to the steel and metal industries, earnings have been partially cyclical. To offset that, and to create greater stability the company has been directing some two-thirds of its capital expenditures toward expansion of chemical and plastic production; and it has been engaged in a rapid build-up of consumer products.

Union Carbide is importantly involved in many industries but principally in industrial gases and metals, chemicals and plastics. It ranks as the largest producer of plastics, including those formulated from polyethylene vinyl, phenolic and styrene. Through the Linde Co., it is the largest producer of industrial gases used in the manufacture of iron, steel and non-ferrous metals. The chemical division produces over 400 industrial chemicals mostly of petrochemical origin; and over 200 types of Eveready batteries are turned out.

Union Carbide research has been excellent and productive. Research expenditures for 1960 were about \$86 million, or 5% of sales. Resulting end products include: new uses for liquid nitrogen for refrigeration of foods in transit; a new polyurethane product that makes it possible to wash and wax a car in one operation; a new freezing technique for concentrating beer. The company has also done significant advance work in exotic metals; in the development of fuel cells and in new and more effective resins.

Because of competent management, prudent expenditures on

expansion and research, and effective merchandising, Union Carbide common ranks among the quality chemical equities. It seems uninflated at 138, about 26 times 1960 earnings, and paying a \$3.60 dividend.

## American Cyanamid Company

American Cyanamid ranks as our sixth largest chemical company and its Lederle Laboratories Division is the fifth largest domestic pharmaceutical company. Its 1960 results were \$2.20 a share against \$2.46 for 1959. This decline was due partly to the business recession, partly to a 12-week strike affecting the Fortier, La., plant, and partly due to increased outlays for development and marketing.

For this year, after a slow start, operations have improved and we would expect earnings to equal or exceed the \$2.20 per share reported last year. Company operations are well diversified to participate in rapidly growing areas—ethical drugs, antibiotics, plastics, synthetic fibers and agricultural chemicals. The Lederle Division makes the largest contribution to sales, 30%, followed by Organic Chemicals, 19%; Agricultural, 16%; Industrial Chemicals, 12%; Formica Co., 8%; Plastics and Resins, 8%; and Pigments, 7%.

American Cyanamid produces over 6,000 different chemical and drug items sold in some 86 countries around the globe. In addition to its own operations, it has major joint ventures with Texaco, with International Paper, and with Pittsburgh Plate Glass.

Investor consideration of American Cyanamid common today centers around the fact that its market price has been depressed by Federal Trade Commission charges of price fixing (with 6 other companies) in melamine products; and of monopoly in its acquisition of Formica Co. Usually suits like this string along for years. They do, of course, create an element of uncertainty. When you consider, however, the traditional quality and earning power of American Cyanamid, its large outlays (\$48 million in 1960) for plant expansion, its research program (about 4½% of sales), the stock at 41, below 20 times earnings, has a beckoning look. The 1960/61 high was 59½ and the \$1.60 dividend is well covered.

## Koppers Co., Inc.

A third selection might include Koppers Co., Inc., manufacturer of chemical and tar products, wood preserving chemicals, construction materials, gas and coke. The company also makes ovens, blast furnaces and chemical plants. In research, Koppers has produced Dylite, a polystyrene plastic used in packaging and insulation; and a chemical composition, making wood fire resistant.

First half-year results were meager (\$1.07 per share against \$1.71 last year) but the full year should show earnings close to the \$3.06 reported in 1960. At 45, KOP is selling around 15 times earnings, and well below book value of \$60 and its 1956 high of 74½. For 1962 a 30% improvement in earnings is indicated.

We conclude on a note of qualified optimism regarding chemical shares generally, and a constructive viewpoint toward the three issues discussed.

**E. H. Parker With Sellgren, Miller**

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Cal.—E. Harry Parker has become associated with Sellgren, Miller & Co., 130 Montgomery Street, members of the Pacific Coast Stock Exchange. Mr. Parker was formerly in the trading department of Brush, Slocumb & Co., Inc., and prior thereto was with Walston & Co., Inc.

# Generally Sunny Skies Forecast For Petrochemical Products

McGraw-Hill chemical survey foresees a sunny future for petrochemicals, particularly polymers and agricultural chemicals, except for scattered clouds. Chemical companies contacted concede investment return will be lower than the 50's, averaging out to about 10%.

Last year, 56 billion pounds of petrochemicals were produced, generating sales of \$7 billion. By 1970, half of all chemicals produced—150 billion pounds a year—will be of petrochemical origin.

This sunny future for petrochemicals—chemical products having primary origin in oil or natural gas—was recently forecast by *Chemical Engineering*, the McGraw-Hill publication, despite such industry problems as overcapacity, lowered prices and keen competition.

The main problem of the '60s will not be one of production, but rather, that of selling the chemicals once they are made. Today there is overcapacity in almost every chemical, with downward pressure on the prices.

## Oil Firms' Role

Some of the overcapacity can be attributed to the growing role that petroleum companies are playing in the chemical business. Oil firms traditionally overdesign their plants, pursuing profits via the "incremental barrel" philosophy (i.e., production costs on the last few barrels are lowest, hence profit is greatest).

The two major growth areas for petrochemicals are polymers and agricultural chemicals. The general category of polymers, in approximate order of growth potential, are films, plastics and resins, elastomers, fibers, and surface coatings.

Plastics and resins face a vast untapped field of building materials. Plastics currently make up only one or two per cent of the building material market, but this small percentage accounts for 1.1 billion pounds. This share, at its current growth rate, should reach 2.5 billion pounds by 1970.

## Bigger Predictions

But some firms predict that within 10 years, plastics will take 25% to 30% of the market, increasing demand to 25 to 30 billion pounds yearly.

Many formidable obstacles remain before this potential can be realized. Chief among them are archaic building codes and the general inertia of the construction industry.

One threat that does not worry most of the petrochemical industry is foreign competition. U. S. companies are investing heavily in overseas petrochemical proj-

ects and will be a bigger factor in overseas markets than foreign firms will be here.

## Many Want "In"

Because the industry has substantial growth ahead for the next decade, many enterprising companies see this growth and want to capitalize on it.

Chemical companies that are old hands in organics thus are facing an era of unprecedented competition. Most firms contacted by the publication conceded that the rate of return on chemical investment is going to be lower than was enjoyed during the '50s, probably leveling out at around 10%.

This greater competition will bring more pressure on marketing activities. Chemical firms contend that in today's market, it is no trick to make a quality chemical; the trick is to sell it. This is why companies are spending increasing amounts of money and manpower in the areas of market development and customer service.

To keep up with the market, the chemical process industries will be spending \$920 million on research and development in 1964, compared with \$741.2 million last year.

## Change in Geography

Another change in the industry is one of geography. The Gulf Coast is now, and will continue to be, the heart of the domestic petrochemical industry. About 80% of the nation's capacity is concentrated in the Southwest, accounting for over \$4 billion in plant investment.

But there is a perceptible movement toward creation of three other centers, located on the East Coast, in the Midwest and on the West Coast.

A principal reason for this is the increasing cost of natural gas on the Gulf, which diminishes its raw-material advantage. And the Gulf Coast is a considerable distance from consumer centers.

Going into the economic upturn of the second half of 1961, chemical company sales are picking up, but earnings are generally lagging behind last year's.

The next five years are going to present a difficult—but potentially rewarding—challenge to those companies that have chosen to battle in the petrochemical arena, the magazine declares.

For Banks, Brokers and Dealers

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# TAX-EXEMPT BOND MARKET

BY DONALD D. MACKEY

The state and municipal bond market continues to be as inactive and quiet, in an overall sense, as it usually is during early September. It was thought by many that the general bond market might have been enlivened somewhat by the Treasury's attractive announcement of its financing plans for the rest of this year, if not the fiscal year. However, after the first flush of activity, professional and otherwise, the government market seems to have lapsed into its previous state of listlessness with but narrow fluctuations and no evident trend.

The bond market generally might otherwise be activated were new corporate issues looming up in sizable volume. The new issue calendar for corporate new issues is now exceedingly slim and seems likely to be light for the remainder of 1961. Corporate financing plans are normally generated over a period of time as is the usual format for state and municipal issues.

## Demand for Tax-Exempts Sluggish

Although the tax-exempt bond calendar is moderately heavy as is always the case in the fall of the year, the impact of this volume has not as yet been translated in terms of the market. Those issues that have been re-offered, excepting yesterday's dramatic California issue, have not met with an immediate widespread demand even though the market level continues to be generally favorable to almost all large investors. However, aside from the investment lethargy that usually pervades the Labor Day period which seems broadened this year by the extreme heat wave, the factors that largely influence the tax-exempt bond market appear to be favorable. The Treasury's longer term plans are at least well known and can be intelligently discounted. The corporate market will not formidably compete for bond market money in the near future.

The state and municipal bond calendar for the next 30 days is of normal proportions. After yesterday's financing, the expected scheduled volume will total not more than \$460,000,000. There is but little negotiated type financing anticipated during this same period. The Florida Turnpike and Jacksonville Expressway financing may come later in the year. In other words, no volume glut appears in the near future.

## Inventory Favorable

The inventory situation also continues to be relatively favorable. The Blue List total of state and municipal offerings, which is our most accurate measure of street float, totals only \$364,656,070 as reported on Sept. 13. This moderate volume is certainly favorable to the market.

This week's new issues may increase the total to over \$400,000,000, which is not an unaccustomed or unwieldy volume.

The market level continues to offer investors relatively liberal

yields against other types of bond investment. Depending upon the credit, 20-year tax-exempt bonds of good grade may be purchased to yield from 3.25% to over 4.00%. The Commercial and Financial Chronicle's 20-year high grade bond index averages out at a 3.407% yield as of Sept. 13. Although this indicates a slightly higher market than a week ago, when the average yield was 3.415%, the change is of little market consequence. A mark-up or two on index items account for the infinitesimal change.

## Recent Awards

The volume of new issue underwriting picked up considerably in the week ended Sept. 13 following three weeks of relative quietude during which time few issues of importance were offered. On Tuesday, Sept. 12, the Commonwealth of Massachusetts brought \$46,756,000 various general obligation (1962-2009) bonds to market. With two accounts bidding for the issue, the bonds were awarded to the group managed by Bankers Trust Co., First National Bank of Chicago, First National City Bank of New York and First Boston Corp., and included among the other major underwriters were the Morgan Guaranty Trust Company of New York, Continental Illinois National Bank and Trust Company of Chicago, Smith, Barney & Co., Harris Trust and Savings Bank, C. J. Devine & Co. and Glorie, Forgan & Co. The issue, which was priced to yield from 1.60% to 3.90%, was about 80% sold after the initial order period and Wednesday afternoon's balance is \$5,900,000 bonds.

Also on Tuesday, \$10,000,000 Cheyenne, Wyoming, Waterworks Improvement (1963-1991) bonds were awarded to the syndicate headed by the Harris Trust and Savings Bank, Bankers Trust Co. and Mercantile Trust Co., and including Goldman, Sachs & Co., First National Bank of Oregon, Marine Trust Co. of Western New York, Stern Brothers and Company, and others.

Cheyenne is the capital of the state and its largest city. It is a major distribution and shopping center and is also the intersection of several important highways and a railroad juncture. The issue was scaled to yield from 2.00% to 3.65%. The unsold balance at this writing is \$6,325,000.

The Suffolk County Water Authority, New York also came to market on Sept. 12 with \$4,500,000 revenue (1963-2000) bonds. The group headed by Kidder, Peabody & Co. and Eastman Dillon, Union Securities & Co., and including Phelps, Fenn & Co., Bear, Stearns & Co., Hornblower & Weeks, Shearson, Hammill & Co., and others, was the successful bidder for the bonds. The issue was scaled to yield from 2.25% to 4.05%. Moderate interest has been accorded the issue and presently \$2,463,000 of the bonds remain in account.

The last issue of importance to sell on Tuesday was \$3,000,000

Springfield, Massachusetts (1962-1986) bonds. A rare coincidence occurred when two groups, one headed by First Boston Corp. and the other managed by Halsey, Stuart & Co., Inc. submitted identical bids of 100.269999 for a 3.20% coupon. A split award was made and each group was given \$1,500,000 bonds. Other underwriters in the former account were Eastman Dillon, Union Securities & Co., Fitzpatrick, Sullivan & Co., Model, Roland & Stone, and Van Alstyne, Noel & Co. Among the members of the latter syndicate were Goldman, Sachs & Co., Blair & Co., Inc., Bache & Co., Paribas Corp., Townsend, Dabney & Tyson, and others. This "Aaa" rated issue was reoffered at prices to yield from 1.50% to 3.40%. A total of \$1,160,000 bonds remain in the combined accounts.

On Wednesday, Sept. 13, \$6,010,000 Dade County, Florida, Special Tax School District No. 1, 3.30% (1965-1975) bonds were offered at competitive sale by a State of Florida investment fund. These bonds, part of an original \$15,000,000 issue which was won by The Chase Manhattan Bank group on March 16, 1956, were awarded to the syndicate managed by B. J. Van Ingen & Co. and including Merrill Lynch, Pierce, Fenner & Smith, Kuhn, Loeb & Co., Goodbody & Co., Trust Company of Georgia, and others. The reoffering scale yields from 2.60% to 3.50%. After the initial order period \$2,640,000 of the bonds were out of account.

## Californias Expected to Go Fast

The largest competitive sale of the week, \$100,000,000 State of California, Veterans' (1963-1987) bonds were awarded to the State Street Securities Corp., a corporate affiliate of William S. Morris & Co. of New York which outbid a nationwide syndicate of investment bankers and dealers headed by the Bank of America N. T. & S. A. and the Bankers Trust Co. This issue was previously up for competitive bidding on Aug. 16 but the only bid which was submitted to the State Treasurer at that time was rejected. The bonds were priced to yield from 2.00% to 3.85%. Drake & Co. has again been retained as agent to run the books for State Street Securities. Orders are to be taken throughout the day and no balance is presently available, but a sellout is expected.

The competitive sale of \$9,000,000 Harris County, Houston Ship Channel Navigation District Revenue (1962-1992) bonds, scheduled for Sept. 13, was postponed to Thursday, Sept. 21. The postponement was advisable due to the possible effects of Hurricane Carla on the project and the district's properties. However, in the meantime, a spokesman for the district has announced that damage was negligible and the loss is expected to be less than \$5,000.

## Turnpikes Steady

Turnpike revenue bonds have been steady during the past week. Fluctuations in the daily quotations have been negligible. The Smith, Barney & Company Turnpike Bond Index continued unchanged when last sampled on Sept. 7 at an average yield of 3.88%. These issues have been quite inactive, along with the rest of the market. August revenues have been generally record breaking.

## Doyle Forms Corporation

LOUISVILLE, Ky. — James L. Doyle, Inc. has been formed with offices at 3825 Bardstown Road to conduct a securities business. Officers are James L. Doyle, President; Richard D. McLeod, Jr., Vice-President; M. G. McLeod, Secretary; and J. Q. Doyle, Treasurer. Mr. Doyle was formerly active as an individual dealer.

# Larger Issues Scheduled For Sale

In the following tabulations we list the bond issues of \$1,000,000 or more for which specific sale dates have been set.

## Sept. 14 (Thursday)

Bellevue School District, Neb.	1,000,000	1962-1986	8:00 p.m.
Caddo Parish Waterworks, D., La.	1,402,000	1964-1991	10:00 a.m.
Essex County, N. J.	4,149,000	1962-1976	11:15 a.m.
Fresno, Calif.	2,500,000	1962-1991	10:00 a.m.
Lockport Water Dist. No. 3, N. Y.	1,750,000	1962-1991	3:00 p.m.
Tulsa, Oklahoma	3,200,000	1963-1986	10:00 a.m.

## Sept. 15 (Friday)

Franklin U. H. S. D. No. 2, Wis.	1,100,000	-----	-----
Rollins College, Fla.	1,072,000	1964-2001	10:00 a.m.

## Sept. 18 (Monday)

Atlanta, Ga.	5,300,000	1962-1981	11:00 a.m.
Garfield Heights, Ohio	1,000,000	1963-1982	1:00 p.m.
New York University, N. Y.	3,446,000	1962-1999	2:00 p.m.
Richardson, Texas	2,500,000	1962-1993	7:30 p.m.
Santa Maria Joint UHSD., Calif.	1,000,000	1962-1986	10:00 a.m.

## Sept. 19 (Tuesday)

Carroll County, Va.	1,000,000	1961-1980	Noon
Dearborn, Mich.	1,000,000	1962-1991	8:00 p.m.
Fridley, Minn.	1,190,000	1964-1973	8:00 p.m.
Jamestown, New York	1,250,000	1962-1981	10:30 a.m.
Milwaukee, Wis.	7,250,000	1962-1976	10:30 a.m.
New Brunswick, N. J.	1,610,000	1962-1991	11:00 a.m.
Oklahoma (State of)	35,500,000	1964-1986	10:00 a.m.
Pennsylvania State Sch. Building Authority, Pa.	25,893,000	1962-2000	Noon
Sacramento, Calif.	8,000,000	1962-2000	Noon

## Sept. 20 (Wednesday)

Los Angeles Dept. of W. & P., Cal.	18,000,000	1962-1991	11:00 p.m.
New Mexico (State of)	3,140,000	1962-1971	10:00 a.m.
New York City, N. Y.	42,940,000	1962-1967	11:00 a.m.
Woburn, Mass.	3,380,000	1962-1981	11:30 a.m.

## Sept. 21 (Thursday)

Harris Co., Houston Nav. Dist., Tex.	9,000,000	1962-1992	11:00 a.m.
Norwalk, Conn.	3,080,000	1962-1981	Noon
Rutland, Va.	1,110,000	1962-1981	11:00 a.m.
Wayne County, Livonia Drainage District, Mich.	1,210,000	1963-1981	11:00 a.m.
Wayne Co. Metro, Wtr. Dis., Mich.	1,650,000	1963-2001	11:00 a.m.

## Sept. 23 (Saturday)

University of Kansas	1,300,000	1964-2001	10:00 a.m.
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## Sept. 25 (Monday)

Bi-State Development Agency, Ill.	5,900,000	1963-1990	2:00 p.m.
Fort Myers, Fla.	1,000,000	1962-1981	7:30 p.m.

## Sept. 26 (Tuesday)

Cumberland County, N. C.	2,000,000	1963-1981	11:00 a.m.
Detroit, Mich.	22,250,000	1962-1996	10:30 a.m.
Detroit City Sch. Dist., Mich.	10,000,000	1963-1988	10:30 a.m.
Georgia State S. Bldg. Auth., Ga.	31,452,000	1963-1983	Noon
Independence, Mo.	5,000,000	1962-1986	11:00 a.m.
Lancaster, Ohio	1,100,000	1962-1976	1:00 p.m.
Pasadena, Calif.	9,000,000	1962-1981	10:00 a.m.

## Sept. 27 (Wednesday)

Davidson County, Tenn.	4,000,000	1963-1987	Noon
Illinois (State of)	100,000,000	1962-1986	11:00 a.m.
Rochester Comm. Sch. Dist., Mich.	1,500,000	1962-1987	8:00 p.m.

## Sept. 28 (Thursday)

Indianapolis, Ind.	2,200,000	1963-1982	1:30 p.m.
St. Francis, Wis.	1,000,000	1963-1981	3:30 p.m.

## Sept. 29 (Friday)

Minneapolis, Minnesota	3,400,000	1989	4:30 p.m.
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## Oct. 3 (Tuesday)

Guilford County, N. C.	6,000,000	1964-1986	11:00 a.m.
Newport News, Va.	3,000,000	1967-1991	2:00 p.m.

## Oct. 9 (Monday)

Eastern Montana College, Mont.	2,314,000	1963-2000	10:00 a.m.
Edina, Minn.	2,200,000	1963-1973	7:30 p.m.

## Oct. 10 (Tuesday)

Los Angeles School Dist., Calif.	35,000,000	1962-1986	9:00 a.m.
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## Oct. 11 (Wednesday)

Port of Tacoma, Wash.	2,400,000	1963-1991	2:00 p.m.
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## Oct. 17 (Tuesday)

Wayne County, Mich.	16,815,000	1966-2001	-----
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## Oct. 24 (Tuesday)

Portland, Ore.	3,500,000	1964-1983	-----
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## Nov. 1 (Wednesday)

Amarillo, Texas	4,000,000	-----	-----
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## Nov. 14 (Tuesday)

Los Angeles Flood Control D., Cal.	15,000,000	-----	-----
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## Dec. 1 (Friday)

Cordova Rec. & Park Dist., Calif.	2,320,000	-----	-----
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## Dec. 12 (Tuesday)

Los Angeles Co. Hosp. Dist., Calif.	3,781,000	-----	-----
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## MARKET ON REPRESENTATIVE SERIAL ISSUES

	Rate	Maturity	Yield	Asked
California (State)	3 1/2 %	1978-1980	3.85%	3.70%
Connecticut (State)	3 3/4 %	1980-1982	3.45%	3.35%
New Jersey Highway Auth., Ltd.	3 %	1978-1980	3.45%	3.30%
New York (State)	3 %	1978-1979	3.35%	3.25%
Pennsylvania (State)	3 3/8 %	1974-1975	3.25%	3.15%
Vermont (State)	3 1/8 %	1978-1979	3.35%	3.20%
New Housing Auth. (N. Y., N. Y.)	3 1/2 %	1977-1980	3.40%	3.25%
Los Angeles, Calif.	3 3/4 %	1978-1980	3.85%	3.70%
Baltimore, Md.	3 1/4 %	1980	3.50%	3.40%
Cincinnati, Ohio	3 1/2 %	1980	3.45%	3.35%
New Orleans, La.	3 1/4 %	1979	3.65%	3.55%
Chicago, Ill.	3 1/4 %	1977	3.65%	3.55%
New York City, N. Y.	3 %	1980	3.60%	3.55%

September 13, 1961 Index=3.4077%



# The Economy's Outlook and Current Economic Policy

By Dr. Walter W. Heller,\* Chairman, Council of Economic Advisers, Washington, D. C.

**Bullish about the recovery's pace, Administration's economist:** (1) specifies what is required to achieve a "full and satisfactory" recovery; (2) anticipates higher figures than the earlier projections of \$530 billion GNP in the fourth quarter and \$550 billion in mid-1962; (3) recalls 1959-60's lessons in advising against sizeable build-up of budget surplus and departure from present monetary ease under present circumstances. Dr. Heller expresses the hope that industry will not "charge all that the market will bear" and that wage negotiations will stay within the bounds of productivity increases.

Spurred by the Kennedy Administration's recovery programs, and with the added stimulus of the stepped-up defense and space programs, the economy is well on its way to a strong and buoyant recovery. The rebound has already carried production to new highs: (1) industrial production last month rose to 112% of the 1957 average, 10% above its low point in February; (2) Gross National Product in the April-June quarter rose to a record annual rate of \$516 billion (revised figure), an increase of \$14 billion in real output over the recession low.



Walter W. Heller

So far, so good. The ground lost on the production front in the 1960-61 recession has been regained, and then some. But this quick start will turn into a full and satisfactory recovery only if (a) we take up the slack that has characterized the economy ever since 1956-57; (b) we catch up to our potential, which grows at an average of 3½% or \$18 billion per year; and (c) we step up our rate of growth beyond this 3½%.

## Public and Private Requirements

What does this demand of economic policy, both public and private?

1. Enough new jobs to bring the rate of unemployment from the near-7% level, where it has hovered for 8 months, down to 4% or less.

2. Stronger markets to take up the slack in our industrial plant, which is operating well below its capacity—as witness the average July operating rate of 80% of capacity in basic metals, chemicals, textiles, and pulp and paper.

3. More investment—both in plant and equipment and in the less tangible factors of education, training, research and technology—to expand output and cut costs.

4. Maintenance of reasonable price stability, and continued progress toward equilibrium in our balance of payments position.

On the demand side, the prospects run from good to excellent. I foresee a rolling recovery that will feed not only on inventory restocking and government stimulants but on a reawakening consumer and a pick-up of investment in plant expansion and modernization. There's favorable prospects, and particularly the growing impact of President Kennedy's program to meet the Soviet challenge in Berlin and elsewhere, are central to a reappraisal of the economic outlook which we are currently undertaking in Washington. It is fair to say, even now, that the new figures which grow out of this process will significantly exceed the earlier projections of \$530 billion for GNP in the fourth quarter of 1961 and \$550 billion by mid-1962. And, along with expanding output, we

will now begin to make significant inroads on unemployment, though the return to 4% levels and below—which we last achieved in 1957—will not be quick.

## Recalls 1959-60 Lessons

Given the basic factors that promise continuing recovery, economic policy must be alert to the dangers that lurk in any vigorously expanding economy. What are the prospects for price stability and improvement in our balance of payments? A new round of inflation or deterioration of our payments position would call for counter measures—a tightening of monetary and fiscal policy is our front line of economic defense—that tend to exert a considerable part of their restrictive pressure against production and employment. On this score, the lessons of 1959-60 are painfully instructive.

Recovery in 1959-60 was retarded and eventually stalled well short full payment by a combination of (a) a drastic swing from a Federal budget deficit to a Federal budget surplus—from a deficit rate of \$11 billion (on a national income basis) in the second and third quarters of 1958 to a \$6½ billion surplus in the first quarter of 1960; and (b) a swift rise in long-term interest rates—faster than any in the past century in a comparable phase of the business cycle.

## Four Factors

What is the prospect that this unfortunate experience will be repeated in 1961-62? The answer hinges mainly on four factors:

1. **The balance-of-payments outlook:** Substantial improvement has already occurred, and the record for 1961 will be better than for 1960. But the time for complacency on this front is far off. Vigorous recovery will stimulate imports and intensify our payments problem unless we improve the competitive position of our exports and attract and retain more capital through higher profits.

2. **The prospect for inflation:** Price indexes have been remarkably stable in recent months and because of large idle capacity and unemployment, the likelihood of excess demand or bottleneck inflation seems distant at the present time. Only a wave of crisis-induced scare buying and inventory speculation—not now in sight—would upset this calculation. Pressure from the cost side is not great at the present time, especially in light of the favorable outlook for sizable increases in productivity and the recent record of modest wage increases.

But a word of caution is in order on the price-wage front. The recovery now under way can generate higher profits and higher wages without higher price levels. Increased volume and higher productivity will lift profits to new records. More jobs, longer hours, and wage increases consistent with productivity gains will also lift wage payments to new records. In this setting, it can be hoped that industry will not suc-

cumb to the natural temptation to "charge all that the market will bear," and that wage negotiations will, by the same token, stay within the bounds of productivity increases. If this occurs, the present favorable prospect for price stability in the months ahead will be greatly strengthened, as will the prospects for sustained recovery.

3. **Budgetary developments:** President Kennedy's pledge backed by the demonstrated revenue-raising power of our Federal Tax which, for example, boosted the annual rate of revenue flow into the U. S. Treasury system by \$20 billion from mid-1958 to mid-1960 promises a balanced budget in the fiscal year starting next July 1. Yet, the swing will be considerably less violent than in 1958-59, given present tax rates and prospective expenditure patterns. The budget deficit this year will be less than half the \$12.5 billion deficit of fiscal 1959, and rising expenditures within the framework of a balanced budget for fiscal 1963 will avoid excessive fiscal contraction.

4. **The outlook for monetary policy:** Although we enter the recovery with a substantially higher level of interest rates than in 1958, there exists a consensus within the Administration that present circumstances call for a continuation of a policy of monetary ease. As President Kennedy stated on May 25, "The full financial influence of the government

must continue to be exerted in the direction of general credit ease and further monetary growth while the economy is recovering." At the same time, it is fully recognized that if recovery turns into boom, if inflation threatens, if the payments balance worsens, central banking policy, as our most flexible instrument, can be quickly revised to become an instrument of restriction instead of a generator of expansion.

But on balance, today's prospects with respect to the price level and the balance of payments are favorable to a continuation of monetary-fiscal policies which will not choke off economic recovery.

\*An address by Dr. Heller before the School of Banking at the University of Wisconsin, August 21, 1961.

## D. H. Blair & Co. To Admit Carney

On Oct. 1, Norman F. Carney will be admitted to partnership in D. H. Blair & Co., 42 Broadway, New York City, members of the New York Stock Exchange.

## Wm. Staats Adds to Staff

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—David W. Thomas has been added to the staff of William R. Staats & Co., 640 South Spring Street, members of the New York and Pacific Coast Stock Exchanges. He was formerly with Dean Witter & Co.

## Phila. Inv. Women to Hear

PHILADELPHIA, Pa. — The investment Women's Club of Philadelphia will hold its first dinner meeting of the fall season at the Barclay Hotel on Monday, Sept. 18. The guest speaker for the evening will be Mrs. Geneva Moore, who through the auspices of the Vick Chemical Co. in cooperation with CARE won a trip to Europe, traveling the CARE installations of Greece, France, Italy and Turkey. Mrs. Moore will relate the fascinating and enlightening aspects of her trip.

## Joins Paine, Webber

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—Thomas N. Boate, Jr. has become affiliated with Paine, Webber, Jackson & Curtis, 369 Pine Street. He was formerly with R. H. Moulton & Co.

## Now T. Michael

## McDarby & Co., Inc.

WASHINGTON, D. C.—The firm name of East Coast Investments Co., 1835 K Street, N. W., has been changed to T. Michael McDarby & Co., Inc.

## Form Delphi Securities

Delphi Securities Corporation has been formed with offices at 67-40 Yellowstone Boulevard, New York City, to engage in a securities business. Harvey Leibowitz is a principal of the firm.

Interest exempt from all present Federal Income Taxes

NEW ISSUE

September 14, 1961

\$100,000,000

## STATE OF CALIFORNIA Veterans' Bonds, Series BB

Dated: September 1, 1961

Due: April 1, 1963-87 as shown below\*

Principal and semi-annual interest (April 1 and October 1) payable at the Office of the Treasurer of the State of California, in Sacramento, California, or at the First National Bank of Chicago, Chicago, Illinois, or at the First National City Bank of New York, New York, N. Y. Coupon bonds in \$1,000 denomination, registerable as to both principal and interest.

These bonds are authorized for the purpose of assisting California War Veterans to acquire farms or homes, the cost of which must be repaid to the State of California on an amortized purchase plan.

These Veterans' Bonds, in the opinion of counsel, will be valid and legally binding general obligations of the State of California, payable from ad valorem taxes to be levied against all taxable property therein, without limitation as to rate or amount.

Amount	Coupon	Maturity	Price or Yield	Amount	Coupon	Maturity	Price or Yield
\$2,600,000	5%	1963	2.00%	\$4,000,000	3½%	1976	3.55%
2,600,000	5	1964	2.25	4,000,000	3%	1977	100
2,600,000	5	1965	2.50	4,600,000	3.70	1978	100
3,000,000	5	1966	2.70	4,600,000	3.70	1979	100
3,000,000	5	1967	2.85	4,600,000	3¾	1980	100
3,000,000	5	1968	3.00	5,000,000	3¾	1981	100
3,200,000	5	1969	3.10	5,000,000	3¾	1982	100
3,200,000	5	1970	3.20	5,000,000	3¾	1983	3.80*
3,200,000	3.20	1971	100	5,600,000	3¾	1984	3.80*
3,400,000	3.30	1972	100	5,600,000	3¾	1985	3.80*
3,400,000	3.40	1973	100	5,600,000	3¾	1986	3.85*
3,400,000	3½	1974	3.45	5,800,000	3¾	1987	3.85*
4,000,000	3½	1975	100				

(Accrued interest to be added)

\*Bonds due 1983 to 1987 are optional for prior redemption on April 1, 1982 or on any interest payment date thereafter at par and accrued interest.

These Bonds are offered when, as and if issued and received by us, subject to an unqualified approval as to their legality by The Honorable Stanley Mosk, Attorney General of the State of California, and of Messrs. Orrick, Dabiquist, Herrington & Sutcliffe, Attorneys, San Francisco, California.

**WILLIAM S. MORRIS & Co.**



## DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

IT IS UNDERSTOOD THAT THE FIRMS MENTIONED WILL BE PLEASED  
TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

**Alcoholic Beverage Industry**—Memorandum—Orvis Brothers & Co., 15 Broad St., New York 5, N. Y.

**Bond Market**—Survey—Salomon Brothers & Hutzler, 60 Wall St., New York 5, N. Y.

**Book Publishing Industry**—Review—Glore, Forgan & Co., 45 Wall St., New York 5, N. Y.

**Canadian Integrated Oil Companies**—With particular reference to Canadian Oil Companies, Texaco Canada, British American Oil and Imperial Oil—McLeod, Young, Weir & Company, Ltd., 50 King St., West, Toronto, Canada. Also available is the current "Market Review" with technical analyses of the Canadian Market.

**Cyclical Status of 40 Stock Groups**—Review—John H. Lewis & Co., 63 Wall St., New York 5, N. Y.

**Defense Build Up**—Bulletin on the impact with particular reference to Raytheon Company, Laboratory for Electronics, General Precision Equipment Co., Lear Inc., Haver Industries, Boeing Air-Plane, FMC Corp., Air Products and Chemicals, Lockheed Aircraft, and North American Aviation—Paine, Webber, Jackson and Curtis, 25 Broad St., New York 4, N. Y. Also available are data on Microwave Associates, Continental Illinois National Bank, Canada Dry Corp., Michle Goss, Dexter and Central Illinois Light.

**Japanese Electronics Industry**—Analysis—Nomura Securities Co., Ltd., 61 Broadway, New York 6, N. Y.

**Japanese Market**—Review—Yamaichi Securities Co. of New York, Inc., 111 Broadway, New York 6, N. Y. Also available is an analysis of Showa Denko K. K.

**Japanese Stocks**—Handbook for investment, containing 20 essential points for stock traders and investors—The Nikko Securities Co., Ltd., Tokyo, Japan—New

York office 25 Broad Street, New York 4, N. Y.

**New York City Bank Stocks**—Second Quarter Statistics on 11 New York Banks—Laird, Bissell & Meeds, 120 Broadway, New York 5, N. Y.

**Life Insurance Industry**—Review—Sutro & Co., Van Nuys Building, Los Angeles 14, Calif.

**Oil Company Earnings**—Review—Carl H. Pforzheimer & Co., 25 Broad St., New York 4, N. Y.

**Over-the-Counter Index**—Folder showing an up-to-date comparison between the listed industrial stocks used in the Dow-Jones Averages and the 35 over-the-counter industrial stocks used in the National Quotation Bureau Averages, both as to yield and market performance over a 23-year period—National Quotation Bureau, Inc., 46 Front Street, New York 4, N. Y.

**Puerto Rico**—18th annual report of the Government Development Bank for Puerto Rico, San Juan, Puerto Rico.

**Railroad Securities**—Analysis of outlook with particular reference to Illinois Central, Norfolk & Western Railway, Southern Pacific Company, Union Pacific Co., New York Central Railroad and Pennsylvania Railroad—Hooker & Fay, Inc., 221 Montgomery St., San Francisco 4, Calif.

**Savings & Loan Holding Companies**—Analysis—W. E. Hutton & Co., 14 Wall St., New York 5, N. Y. Also available are studies of U. S. Plywood and American Motors and data on Pittsburgh Plate Glass Co., Anderson, Clayton & Company, Inc. and Whittin Machine Works.

**Stock Market Levels**—Analysis—Hugh W. Long & Company, Inc., Westminster at Parker, Elizabeth, N. Y.

**Toy Industry**—Analysis with particular reference to Tonka Toys

Inc.—J. Lee Peeler & Co., Inc., Trust Building, Durham, N. C.

**Air Products**—Review—Stearns & Co., 80 Pine St., New York 5, N. Y.

**Alside Inc.**—Memorandum—Saunders, Stiver & Co., Terminal Tower Bldg., Cleveland 13, Ohio.

**Alterman Foods, Inc.**—Analysis—A. C. Allyn & Co., 122 S. La Salle St., Chicago 3, Ill. Also available are analyses of International Paper Co. and Random House, Inc.

**American Agricultural Chemical Co.**—Data—A. M. Kidder & Co., Inc., 1 Wall St., New York 5, N. Y. Also available are data on General Electric, Westinghouse Electric, Smith-Corona Marchant, Stanley Warner and Precisionware.

**American Cryogenics, Inc.**—Memorandum—Schwabacher & Co., 100 Montgomery St., San Francisco 4, Calif. Also available is a memorandum on Emerson Electric Manufacturing Co.

**American Hospital Management Corporation**—Bulletin—Taylor, Bergen, Lynn & Lee, 1830 West Olympic Blvd., Los Angeles 6, Calif.

**American National Insurance Company**—Review—Boenning & Co., 1529 Walnut St., Philadelphia 2, Pa.

**Arkansas Valley Industries Inc.**—Data—Parker, Ford & Co., Inc., Vaughn Bldg., Dallas 1, Texas. Also available are data on General Motors.

**Aurora Corp. of Illinois**—Memorandum—Midland Securities Co., 15 West 10th St., Kansas City 5, Mo.

**Bendix Corp.**—Review—Hirsch & Co., 25 Broad St., New York 4, N. Y. Also available are reviews of Brunswick Corp. and International Nickel.

**Borden Company**—Analysis—Eastman Dillon, Union Securities & Co., 15 Broad St., New York 5, N. Y.

**Borg Warner Corporation**—Review—Newburger & Co., 1401 Walnut St., Philadelphia 2, Pa. Also available are reviews of Burlington Industries, Knott Hotels, National Tea Company, Chas. Pfizer & Co., Inc. and Southern Gas & Water Company.

**Bullock's**—Memorandum—Stewart, Eubanks, Meyerson & Co., 216 Montgomery St., San Francisco 4, Calif. Also available is a memorandum on Marquette Cement.

**CTS Corp.**—Memorandum—Shearson, Hammill & Co., 14 Wall St., New York 5, N. Y.

**Canadian Pacific Railways**—Memorandum—F. H. Deacon & Co., Ltd., 181 Bay St., Toronto 1, Ont., Canada. Also available are memoranda on Steel Co. of Canada and Bailey Selburn Oil & Gas.

**L. E. Carpenter**—Memorandum—V. K. Osborne & Sons, Inc., 40 Exchange Pl., New York 5, N. Y.

**Charles of the Ritz**—Memorandum—Birr & Co., Inc., 155 Sansome St., San Francisco 4, Calif. Also available is a memorandum on Lanvin Parfums.

**Cobu Electronics**—Memorandum—Winslow, Cohu & Stetson, Inc., 26 Broadway, New York 4, N. Y.

**Commonwealth Oil Refining**—Memorandum—Amott, Baker & Co., Inc., 150 Broadway, New York 38, N. Y. Also available are memoranda on Fluor Corp. and Fruehauf Trailer.

**Crown Cork & Seal Co.**—Analysis—Ira Haupt & Co., 111 Broadway, New York 6, N. Y.

**Danly Machine Specialties**—Memorandum—A. G. Becker & Co., Inc., 120 South La Salle St., Chicago 3, Ill.

**Decca**—Memorandum—Purcell & Co., 50 Broadway, New York 4, N. Y.

**Decca Records**—Memorandum—Walston & Co., Inc., 74 Wall St., New York 5, N. Y. Also available are memoranda on Central Soya, Scovill Manufacturing and Seaboard Air Line.

**Domestic Great Lakes Shipping Industry**—Memorandum—Jamieson & Co., Torrey Building, Duluth 2, Minn.

**Executone Inc.**—Memorandum—Oscar Gruss & Son, 30 Broad St., New York 4, N. Y.

**Ford**—Memorandum—Oppenheimer, Neu & Co., 120 Broadway, New York 5, N. Y. Also available are memoranda on General Mills, Grumman, International Paper and Union Carbide.

**Gatineau Power**—Memorandum—Royal Securities, Inc., 2 Wall St., New York 5, N. Y. Also available is a memorandum on Page Hersey Tubes.

**Georgia Pacific Corporation**—Analysis—J. A. Hogle & Co., 40 Wall St., New York 5, N. Y.

**B. F. Goodrich Co.**—Analysis—J. R. Williston & Beane, 2 Broadway, New York 4, N. Y.

**Hamilton Management Corp.**—Memorandum—E. F. Hutton & Co., 1 Chase Manhattan Plaza, New York 6, N. Y.

**Harvey Hubbell, Inc.**—Review—Auchincloss, Parker & Redpath, 2 Broadway, New York 4, N. Y. Also available are reviews of Torrington Company and U. S. Servateria Corp.

**Jonathan Logan**—Review—Hemphill, Noyes & Co., 8 Hanover St., New York 4, N. Y. Also available are reviews of Northern Pacific Railway Company and Studebaker Packard.

**W. A. Krueger**—Memorandum—Strauss, Blosser & McDowell, 39 South La Salle St., Chicago 3, Ill.

**Leesona Corporation**—Analysis—Schirmer, Atherton & Co., 50 Congress St., Boston 3, Mass.

**Magma Copper**—Report—Colby & Company, 85 State St., Boston, Mass.

**Matthews Corp.**—Bulletin—Taylor, Bergen, Lynn & Lee, 1830 West Olympic Blvd., Los Angeles 6, Calif.

**Metal & Thermit**—Survey—Shields & Company, 44 Wall St., New York 5, N. Y.

**Mississippi Valley Gas Co.**—Analysis—Equitable Securities Corporation, 322 Union St., Nashville 3, Tenn.

**Monarch Tile Manufacturing Inc.**—Card memorandum—Metropolitan Dallas Corporation, Mercantile Bank Building, Dallas 1, Texas.

**National Bagasse Products Corp.**—Memorandum—Howard, Weil, Labouisse, Friedrichs & Co., 211 Carondelet St., New Orleans 12, La.

**National Distillers & Chemical Corp.**—Review—Fahnestock & Co., 65 Broadway, New York 6, N. Y. Also available is a review of Hoover Ball & Bearing Co.

**Nortex Corporation**—Review—Charles A. Taggart & Co., 1516 Locust St., Philadelphia 2, Pa.

**Olin Mathieson Chemical Corporation**—Analysis—Sutro Bros. & Co., 80 Pine St., New York 5, N. Y.

**Pacific Northwest Bell Telephone Co.**—Analysis—Dean Witter & Co., 45 Montgomery St., San Francisco 6, Calif.

**Pillsbury Company**—Report—

Schweickart & Co., 29 Broadway, New York 6, N. Y.

**Procter & Gamble**—Memorandum—Benj. D. Bartlett & Co., 313 Vine St., Cincinnati 2, Ohio.

**Radio Corporation of America**—Review—H. Hentz & Co., 72 Wall St., New York 5, N. Y.

**Rohm & Haas Company**—Report—Bache & Co., 36 Wall St., New York 5, N. Y.

**Security Insurance Company of New Haven**—Analysis—John C. Legg & Co., 22 Light St., Baltimore 3, Md.

**Sinclair Oil**—Review—Penington, Colket & Co., 70 Pine St., New York 5, N. Y.

**Strategic Materials Corporation**—Analysis—Joseph Walker & Sons, 30 Broad St., New York 4, N. Y.

**Technicolor**—Memorandum—Hoppin Bros. & Co., 120 Broadway, New York 5, N. Y.

**Teleflex**—Memorandum—Suplee, Yeatman, Mosley Co., Inc., 1500 Walnut St., Philadelphia 2, Pa.

**Tenney Engineering**—Memorandum—Purcell & Co., 50 Broadway, New York 4, N. Y.

**Union Bag Camp Paper Corp.**—Report—Thomson & McKinnon, 2 Broadway, New York 4, N. Y.

**Union Oil Company of California**—Analysis—Bateman, Eichler & Co., 453 South Spring St., Los Angeles 13, Calif.

**Wesco Financial Corporation**—Analytical Brochure—The Illinois Company, Inc., 231 South La Salle St., Chicago 4, Ill. Also available is a report on Continental Illinois National Bank and Trust Company of Chicago.

**Whitmoyer Laboratories**—Memorandum—Hallowell, Sulzberger, Jenks, Kirkland & Co., Philadelphia National Bank Building, Philadelphia 7, Pa.

**Wm. Wrigley Jr. Company**—Analysis—Carl M. Loeb, Rhoades & Co., 42 Wall St., New York 5, N. Y.

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### Forms Scoville & Co.

LOS ANGELES, Calif.—Ogden D. Scoville is engaged in a securities business from offices at 2125 Bon-sallo Avenue under the firm name of Scoville & Company. Mr. Scoville was formerly with Vanderbilt Investment Company and Powell, Johnson & Powell.

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# Misconceptions Regarding Britain's Higher Reserves

By Paul Einzig

The British press and labor are singled out for failing to understand and for propounding erroneously harmful conclusions as to the improvement in British reserves and sterling's technical position. Mr. Selwyn Lloyd is also reproved for leading the inflationists on by the way he handled the external assist from the IMF. Dr. Einzig can well understand why foreign exchange operators should be pleased by the gold loan boost even though the basic economic situation is no better than what it was before the IMF assist—they live for the next three months whereas Britain must look beyond that period.

LONDON, Eng. — The monthly figure of Britain's gold and foreign exchange reserve showed an increase of £369 million during August. At £1244 million the reserve is now at its highest level for ten years. The publication of these figures gave rise to general rejoicing, as indicated by headlines in the press and by the firmness of sterling. Yet it is only too painfully obvious that this spectacular increase was not the result of any improvement in the balance of payments but of the receipt of £518 million from the International Monetary Fund and, to a small extent, of the premature repayment of French debts to Britain.

No one suggests that the increase of the gold reserve was due to any fundamental change for the better. Indeed, even though the trade figures for August are not yet available, it seems probable that there is still a substantial import surplus. This means that the apparent improvement in sterling's technical position was entirely the result of external borrowing, apart from the small extent of which it is the result of collecting an external claim. Even to the moderate extent to which the Exchange Equalization Account was able to pick up dollars in the foreign exchange market as a result of a return of some hot money to London, it constitutes an increase of Britain's external floating indebtedness. Apart from the French repayment, the benefit from the entire increase is offset by an increase of Britain's adverse international balance of indebtedness.

## Criticizes Press and Labor's Reaction

This fact is so obvious that it would hardly be worth stating. Nevertheless it has to be stated, since, judging by the Press reactions, most people appeared to have overlooked it.

The response of the foreign exchange market is more understandable. After all, Foreign Exchange operators live for the next three months. Unconsciously, they base their attitude on Keynes' much-quoted remark: "In the long run we are all dead." In view of the increased gold reserve there is certainly no cause to worry about sterling during the next three months—unless of course, the Berlin crisis should lead to a wholesale flight of funds or unless resistance to the policy of wage restraint should lead to wholesale strikes.

But to anybody who is capable of seeing beyond his nose it should be obvious that the basic economic situation in Britain is no better than it was before the assistance of the International Monetary Fund was received. Indeed, the chances of an improvement of the basic situation have become incomparably worse than they would have been in the absence of assistance from the International Monetary Fund.

In deciding to reinforce the reserve with the aid of borrowed gold, instead of treating the credit as a stand-by arrangement for emergencies, the Chancellor of the Exchequer must have acted on the assumption that the reaction to

the change would be diametrically opposite on the part of international speculators and on the part of British trade unions. He seems to assume that the former will now regard sterling as absolutely shock proof, while the latter could still be persuaded that sterling is in danger, and that it is their patriotic duty to support the tottering sterling by backing up the official policy of wage restraint.

The immediate response of the foreign exchange market seems to confirm the first part of the Chancellor's assumption. But the immediate response of the trade union movement, as expressed by resolutions passed unanimously at the annual meeting of the Trade Union Congress, seems to have proved that the second part of the assumption was hopelessly mistaken. Moreover, it is premature to rejoice even over the apparent correctness of the first part of the assumption. It remains to be seen whether the foreign exchange market will continue to remain optimistic about sterling when, as a result of a continuous adverse trade balance, the borrowed gold will have to be used up to pay for the deficit. Dealers will then remember that the facilities will have to be repaid sooner or later, and to be able to do so Britain would require a very substantial surplus on its balance of payments. Prospects of attaining such a surplus are indeed remote.

What will happen sooner or later is that the foreign exchange market will cease to regard the present arrangement as a source of strength. At the same time, unless and until the borrowed gold

has been dissipated, trade unions will rely on it, or will pretend to rely on it, as evidence that wage restraint is not really necessary because sterling is now adequately secured by the impressive gold reserve. Indeed, this attitude is not confined to trade unionists but is shared by all inflationist opinion in Britain. Their mouthpiece, the Beverbrooke Press, is already agitating that, since sterling is now supposed to be safe, restrictions adopted for its defense are no longer necessary.

So far from getting the best of both worlds, Mr. Selwyn Lloyd is in danger of getting the worst of both worlds. He will inspire trade unionists and inflationists with an overdose of confidence, because it suits their book to pretend to be optimistic. On the other hand, the confidence he inspires in the foreign exchange market is likely to be short-lived in the absence of a genuine improvement of the basic situation.

The display of borrowed gold is yet another manifestation of that "Fool's Paradise Economics" which has characterized Britain in recent years. It will not doubt give the utmost encouragement to that irresponsible spirit to which Britain's post-war difficulties have largely been due. Evidently so long as it will remain possible to live beyond our income with the aid of borrowed money we shall continue cheerfully to live beyond our income.

## Sponsors Program

BEVERLY HILLS, Calif. — Dave Rees, who has been business and financial editor of the Los Angeles Mirror since July, 1956, has been signed by radio station KRHM to do a five minute daily financial news program Monday through Friday from 5:55 p.m. until 6:00 o'clock. The program will be sponsored by Thomas Jay, Winston & Company Inc., starting on Sept. 15. Mr. Rees will analyze the market, give financial news in general, and make interpretative comments.

## Sellgren, Miller Office

LOS ANGELES, Calif.—Sellgren, Miller & Co. has opened a new office at 1019 South Broxton Ave., under the management of Eugene Forrest.

# Nothing Seems Permanent Except Continued Inflation

By Roger W. Babson

Taking granite's unexpected displacement by cement as an analogy, Mr. Babson warns industry leaders and Chambers of Commerce against the futility of trying to keep out the new in order to protect the old ways of doing things. Further, he compares appraisals of estates in 1700, and prices then, with inflation's upward trend and predicts cyclical upsweep in prices in the next few years.

When I was a boy, the great business of Cape Ann was granite quarries. Not only did Cape Ann granite pave the streets of large eastern cities, but the walls of the city halls, banks, and other important buildings had granite facings. The wealthiest families in town were then in the granite business. There was a certain amount of fishing, but not much, as only sailboats were used and the fish were caught by lines and surface nets. Even the keenest businessmen then believed the granite business was good for a hundred or two hundred years. There certainly was granite enough, and even now there must be a million tons left.

But suddenly Portland cement became popular, and quickly took the place of granite. Sidewalk edgestone which heretofore had been made of granite were being made of concrete; walls were built of concrete; and the facings were made of concrete. As petroleum came into use at about the same time, the existing paved roads were covered by either concrete or asphalt. In a few years, the great granite business of Gloucester and Cape Ann came to an end.

This causes me to wonder what other changes may now be going on. It may be that the leading industry of every city in which this column appears will be subject to similar changes. This means that leading industrialists, not especially the Secretary of Chamber of Commerce, must not be content with present conditions and close their eyes to new industries in the hope of thus protecting the present industries.

Inflation Has Always Been With Us and Probably Always Will Be I have been interested also in

reading the Court Records of the wills of persons who died before 1700. These appraisals would state the value of acreage, of the house, the tools, and of the hogs, cattle, and horses—especially the mares. These appraisals rated a "mare" worth one pound . . . which was equivalent to \$5 in the currency of that day. As the price of a good mare today is around \$200, it would appear that the currency has been devalued, or the price has increased forty times! Furthermore, going back several centuries, we find that a country hotel charged only "two pence" for overnight compared with \$3 to \$5 today.

When forecasting prices of the future, we are inclined to believe that a good mare will sell for several thousand dollars. It really seems that in only 50 years the prices of most commodities will be 10 times their present prices. In short, inflation is nothing new. It has always been going on and I see no reason why it should not continue. It may increase gradually, or it may increase in spurts—rising rapidly for a while, and then being followed by a period of deflation. On the other hand, we believe that each period of inflation will be greater than the last period of inflation, and that each period of deflation will be shorter than the previous period of deflation. I believe that for the next few years you will see a fairly rapid increase in inflation.

## Wilder, Hansbrough Brch.

JACKSON, Tenn.—Wilder, Hansbrough, Finch & Co. has opened a branch office in the New Southern Hotel Building under the direction of John E. Finch.

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September 11, 1961.



# Debt Management and the Government Market

By Gaylord A. Freeman, Jr.,\* President, The First National Bank of Chicago, Chicago, Illinois

Mr. Freeman, a member of the C. E. D., Commission on Money and Credit, presents the C. E. D. Commission's views on the subject of "Debt Management." The study dealt with the \$205 billion part of the national debt which is held by the public and three-quarters of which is marketable. Mr. Freeman confines his discussion to the reasons for the C. E. D. Commission's recommendations designed to improve debt management performance. Among the views held are: (1) the Federal debt's size poses no priority need for debt reduction; (2) there should be no compulsory debt holding; (3) use of debt management as a contra-cyclical weapon has a limited role; (4) continued experiments should be made with refunding and auction techniques to lengthen the debt and lessen Treasury responsibility for pricing decisions; (5) a minimum 5% margin set for non-regulated lenders; and (6) debt and interest rate ceilings should be eliminated. Mr. Freeman comments on problems in coordinating Fed-Treasury policy.

Debt management and monetary policy, in particular, have much in common. Both affect economic activity by altering the liquidity of the economy and the level and structure of interest rates.

I should like to discuss first some pertinent facts about the public debt. (See accompanying Table)

There is no completely unambiguous measure of the size of the Federal Government indebtedness. For example, the gross public debt on June 30, 1960 was reported at \$287 billion. But of this total, \$55 billion was owned by government trust funds and \$27 billion by the Federal Reserve System. It is sometimes useful to look at the debt net of the holdings of government agencies. Alternatively some people have argued that the debt should include contingent liabilities and guaranties; when he was budget director, Mr. Stans estimated that the public debt including such contingent liabilities would total \$750 billion. Or the gross debt might be adjusted downward by offsetting the \$50 billion or so of financial claims on the private economy held by government.



G. A. Freeman, Jr.

For purposes of the C. E. D. Commission on Money and Credit study of debt management, as it affects our goals, we have chosen to work with the gross publicly-held debt as usually reported, without adjustment either for contingent liabilities or for the claims on others held by the government. The only adjustment we make is to exclude the roughly \$82 billion of public debt owned by U. S. Government agencies and trust funds and by the Federal Reserve Banks. While it is all significant, it is the remaining \$205 billion of debt which is held by the public that is the most important portion for debt management policies.

Changes in the size and composition of the publicly-held debt have a direct effect on the liquidity of private investors. Of the more than \$200 billion of government debt held by the public about three-fourths is in marketable form; the remainder is largely in non-marketable issues which are redeemable on demand.

## Debt as a Two-Sided Coin

It is hardly necessary to point out the great increase in our public debt. A two sided coin, this debt is a substantial liability owed by the government, but an important asset owned by numerous individuals and corporations. In its shorter maturities it is liquid and very close to money. In longer maturities, it is a less liquid investment. Its size may influence the money supply. Both

its size and maturity schedule influence liquidity. As the government competes with other borrowers and they with it, the cost of the government debt is not only influenced by other borrowings, it in turn influences the costs of all other debtors.

The size of the public debt and the changes in its size also have other economic significance. In the first place, the size of the debt is a determinant of the interest cost for servicing the debt. During fiscal 1960 interest costs on the debt totaled about \$9 billion. Taxes are levied to pay the interest costs, and these taxes have some effect upon the distribution of income. The Commission found however, that the wide ownership of the debt and the progressive tax system probably prevent the transfer of income from taxpayer to debt-holder from having a significant effect on the distribution of income by income groups. Of course, this transfer of income could have serious effects in discouraging production if the size of the debt and of the interest payment on it were unusually large relative to total national product. But this does not appear to be the case. Interest charges on the debt in 1959 were 1.6% of Gross National Product, which compares with 2.2% in 1946, and 1.0% in 1939.

(1) Although many of the Commissioners desired to see some reductions in the amount of the government debt, the Commission concluded that none of the difficulties posed by the existing debt are so great as to justify giving priority to a policy of debt reduction if such a policy should interfere with a stabilizing fiscal policy.

Changes in the level of the debt should result from fiscal policies which have been developed to promote economic stability and growth; such changes should not be sought as important objectives in themselves. A gradual reduction in the debt can be expected as a stimulant to sustainable economic growth, but only if combined with other measures for maintaining low levels of unemployment and reasonable price stability.

Most of the problems of public debt management are related to decisions as to the time of financing and the maturity of securities to be issued in order to refund outstanding debt or to finance a deficit, or the securities to be retired as a result of a budget surplus. The Commission's principal

recommendations on public debt management fall in this area.

(2) The government should not make the ownership of any public debt issues compulsory on the part of any group or groups of investors.

Security reserve requirements have from time to time been urged on grounds that they might contribute to a lower interest cost on the debt or to the simplification of debt management. The Commission found no merit in this reasoning, which would be quite contrary to our concept of economic freedom, and noted further that there would be increased costs on private debt if it were displaced through compulsory holding of public debt. The Commission concluded that the interference with the smooth operation of the money and capital market that would result would more than offset the questionable advantages of compulsory debt holding.

(3) Sound debt management requires that we arrest the shortening of the outstanding public marketable debt which has occurred since the end of World War II. The Treasury should pursue a program which, over time, would lead to a more balanced and sustainable maturity structure for the debt.

Between 1946 and 1960, the average maturity of the marketable debt in the hands of the public shortened by more than one-half. Further shortening of the debt means increased liquidity in the economy, and a large volume of a short-term debt may generate more active use of these balances just at a time when monetary policy is attempting to restrict the money supply. This interference with the objectives of monetary policy should be avoided in the future.

(4) Once the shortening of the debt structure is arrested, management of the marketable debt can and should make some contribution to stabilizing the level of economic activity. However, the primary responsibility for achieving this objective must be borne by monetary and fiscal policies.

Counter-cyclical debt management would entail lengthening the debt structure during an inflation because this tends to be restrictive, and shortening the debt structure during a recession because this tends to be expansive. In a boom, the budget surplus should be used to retire short-term debt, and new borrowings in recession should be at short-term. There are, however, limits upon aggressive pursuit of a counter-cyclical debt management policy. Such a policy would prevent the Treasury from taking advantage in refunding operations of low long-term rates during recessions, and thus tend to add to the interest cost of the debt. Also, the market's absorptive capacity places limits upon the amount of debt lengthening that might be done in a boom. While the Commission recognizes a role for counter-cyclical debt management, its findings suggest that this role might be rather limited.

(5) The development of a balanced and sustained maturity structure for the debt will require some re-arranging of the publicly held debt, including some movement of the debt into longer ma-

turity categories. The transition to a more balanced structure should be made during periods of buoyant economic activity.

Because of the restrictive effects of debt lengthening, this timing of the transition process is in keeping with our basic objectives of low unemployment, price level stability, and growth.

(6) The Treasury should take measures to expand the proportion of the public debt in the form of savings bonds on terms which are competitive with yields of suitable alternative forms of investment for small investors.

Although the flexible use of monetary policy has posed problems in adjusting yields on savings bonds to fluctuating market rates of interest, the Commission concludes that the value of the savings bonds justifies a more active role for them. Not only does the program encourage thrift among small investors, but it might enable the Treasury to achieve its basic debt management objective at lower interest cost than would be required on marketable securities. The Commission is opposed, however, to the introduction of constant-purchasing-power savings bonds as a means of encouraging sales because of the inflationary bias inherent in such an innovation, and because of the unsuccessful experience of other countries that have experimented with "indexing" of financial assets.

(7) The Commission does not favor consolidating the Treasury and the Federal Reserve as a means of coordinating debt management and monetary policy.

Monetary and debt management policies must be formulated and executed in close relationship because of the complementary influence they have upon the economy through the level and structure of interest rates and the availability of loanable funds. Unless policies are coordinated, they may tend to counteract each other. It would be theoretically possible to achieve the necessary coordination by making the Federal Reserve subordinate to the Treasury. However, the fact that the Treasury is the largest single borrower in the market, and would thus find itself torn by a conflict between its interest as a borrower and its responsibility for monetary policy, makes this undesirable. Alternatively, the responsibility for Treasury debt management might be delegated to the Federal Reserve, but it is unrealistic to believe that any Administration would acquiesce in the transfer of the borrowing power of the government to even a quasi-independent agency. The need for coordination was covered by Mr. Frazar Wilde's testimony at the Joint Economic Committee hearings on Aug. 15, 1961.

(8) The range of discretionary debt management authority exercised by the executive branch should be broadened. Specifically, the debt ceiling and the interest rate ceiling should be eliminated.

The debt ceiling has been defended as an inducement to fiscal responsibility and a curb on spending, but it has not had this effect. The Treasury can not control the amount of debt, it must finance the programs and appropriations voted by Congress, and to do so the Treasury has sometimes been driven into devious and expensive devices to stay within the debt ceiling. The debt ceiling has had little demonstrable effect on the Congress. Thus it has been an impediment to sound management without having any apparent offsetting advantage.

Similarly, the 4% interest rate ceiling on Treasury bonds is defended as a means of holding down the interest cost of the Federal debt, but it apparently has had the opposite effect by forcing the Treasury into what at times has proved to be very expensive financing in short or in-

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## Direct and Guaranteed Debt of The Federal Government

June 30, 1960

(Billions of Dollars)

	US Govt. Owned	Inv. Act. by the	& FR Bks. Public	Total
Public Issues:				
Marketable Secur.	\$34.4	\$149.6		\$184.0
Nonmarketable Bonds:				
Conv. Bonds	2.5	3.8		6.3
Savings & other	0.1	48.1		48.2
Tot. Pub. Issues	37.0	201.5		238.5
Special Issues	44.9			44.9
Tot. Int.-Bearing Debt	81.9	201.5		283.4
Matured & Non-Interest-Bearing		3.1		3.1
Tot. Gross Debt	81.9	204.6		286.5



intermediate-term securities not governed by the ceiling.

If the Treasury is to finance the public debt, it must pay competitive rates of interest in the maturities it has selected in line with the broad policy objective it is pursuing. While the recent opinion by the Attorney General has apparently lessened the limiting potential of the interest rate ceiling, it would, nonetheless, be desirable to remove the ceiling from the law. In order to encourage re-offerings to space the debt, it would be desirable to change a technical provision in the Internal Revenue Code limiting the allowance of discount on the price of original issues, which may be claimed as capital gains, to one-fourth of one point for each year of the life of the security. The tax treatment allowed on re-offerings of additional amounts of specific issues should be the same as that for outstanding securities. The loss of revenue to the Treasury would be negligible.

(9) *The Treasury should continue to experiment with the various refunding techniques as a means of achieving debt extension.*

When securities are refunded at maturity, they often have shifted into the hands of short-term investors who are interested only in short-term re-investment, even though the maturing issues might originally have been of longer term. In order to retain the intermediate and long-term funds already invested in Government securities, with minimum impact on the market, it is more effective to offer holders a re-investment option before their investment has moved into the short-maturity range.

(10) *The Treasury should continue to experiment with the use of the auction technique.*

Sale of securities at auction places relies upon the market to determine the proper price, and lessens the Treasury's responsibility for pricing decisions. This technique might be used over a wider range of maturities than at present.

(11) *Although the Commission does not favor broad authority for margins for the secondary market, it does recommend that minimum margins, such as the 5% margin now set by the New York Stock Exchange and the Comptroller of the Currency, be applied by various supervisory authorities to presently non-regulated lenders, including non-financial corporations.*

The findings of the Treasury-Federal Reserve study of market behavior in 1958 suggest the need for somewhat greater regulation of the margins on Government securities. The lenders not presently regulated in one form or another include non-national banks, brokers and dealers not members of the New York Exchange, and non-financial corporations.

(12) *Because the present market for Treasury securities is the outgrowth of dealer competition to meet the needs of market participants, the Commission made no recommendations in regard to market structure.*

Recent studies have shown that the present over-the-counter market made by the nineteen dealers operates efficiently. Active competition prevails, and dealer trading-profits per dollar of sales are small. Fewer dealers operate in the long-term markets, and price spreads are wider than in the short-term market. However, this is the result of the structure of the debt itself and of the inherently greater risk of trading in long-term securities.

The Commission also studied the question of dealer financing facilities. It does not favor direct access to the Federal Reserve by dealers on their own initiative because this procedure may con-

flict with an effective monetary policy. Moreover, it has confidence that the Federal Reserve will take appropriate action to make funds available in periods of stress.

(13) *The Commission welcomes the publication of new weekly data on the Treasury securities market by the Federal Reserve Bank of New York on behalf of the System and the Treasury.*

The publication of this data should improve public understanding of the Treasury securities market and assist investors, analysts, and students. The Commission also favors the publication of additional data on the ownership of the debt.

The Commission, widely representative as it is, recognizes that there are varying views on questions of debt management. A legislative decision must, as does the report of the Commission, represent a compromise of these differing views. The circle of our knowledge about debt management has not yet expanded sufficiently to give us the absolute statistical precision and unquestioned accuracy which we would all wish to have.

The Commission does believe that these recommendations would, if adopted, significantly improve our performance in managing the Federal debt. That, of course, is what we have sought to accomplish through many months of work. I hope that our report will be of assistance to this distinguished Committee in our common efforts to improve the functioning of the American economy as a bulwark for the welfare and freedom of us all.

\*From Mr. Freeman's testimony before the Joint Economic Committee, U. S. Congress, Washington, D. C., Aug. 16, 1961.

## Officers Named by Hutton Affiliate

Peter M. Detwiler and J. Stuart Lovejoy were elected Vice-Presidents of E. F. Hutton & Co., Inc., 1 Chase Manhattan Plaza, New York City, it was announced by Sylvan C. Coleman, President of the underwriting and private placements affiliate of E. F. Hutton & Co., New York Stock Exchange member firm. James J. Hatton was named Assistant Vice-President.

Mr. Detwiler, former Assistant to the President of A.S.R. Products Company in charge of its acquisition program, assisted in its merger with Philip Morris Inc. Previously, he had served in London with the merchant banking firm of J. Henry Schroder & Company.

Mr. Lovejoy, former Assistant Vice-President of the Hutton affiliate, is a director of the Continental Telephone Corporation. He began his financial career with the New York Trust Company, and has since specialized in corporate finance and institutional sales.

Mr. Hatton has been with the Hutton organization since 1948 in underwriting and investment research.

## David Zilka With Cruttenden Co.

SAN FRANCISCO, Calif.—David Zilka has been appointed sales manager of the San Francisco office of Cruttenden, Podesta & Co., Russ Building, David S. Tucker, resident manager, has announced.

Mr. Zilka was formerly Vice-President and sales manager of Zilka, Smither & Co., Inc., Portland, Ore., and its predecessors, Conrad Bruce & Co., and J. R. Williston, Bruce & Co.

# Central Bank's Main Role Is to Provide Honest Money

By Frank Cist, Brewster, Mass.

Massachusetts contributor counters Paul A. Samuelson's defense of the CED Commission on Money and Credit proposal to emasculate the Federal Reserve's independence with an analogy of the Supreme Court's protection of constitutional rights. Moreover, he asserts money should not be managed by our politicians but should be tied to gold with Central Bank's foremost task of providing honest money. The gold standard is compared to the halter that controls a colt—admittedly not perfect but capable, nevertheless, of control.

In your issue of Aug. 31, Paul A. Samuelson (*The Monetary Commission Report—Constructive in Today's World*) deplores the in-

dependence of our Federal Reserve Bank as follows: "There cannot be, in a modern Democracy, an insulated pocket of power that, however right-mindedly (or left-mindedly) acts contrary to the wishes of the elected authority." In plain English, no non-elected body, such as the Federal Reserve Board, is to be allowed to stop Congress from financing handouts to constituents by the use of printing-press type money. On the same theory, no constitutional protection of minority rights against Congress should be afforded either by our Supreme Court.

Several objections to any program for emasculating our Federal Reserve Bank occur. The first is that no one, in or out of Congress, knows the proper rate of production of any economic good, especially money.

Very fortunately, economic goods other than money need no government management for their production. When that production

is excessive then the forces of demand and supply simply drive prices down below costs and thus curb production. Whereas if production is inadequate then prices rise well above costs and the resulting increase in profits expands production.



Frank Cist

### Says Money Requires Management

The troubles with money are that it has no price which can be pushed up or down; and that paper and credit, which constitute our chief money supplies, have no unit costs sufficient to halt their overissue. Hence money cannot manage itself, and, to avoid chaos, must be managed.

The conventional way to do this has been to tie it to gold. Then, when it is in excess and depreciates in value, i.e., forces prices up (the price of gold being held constant) these tend to push mining costs up and curb production. And when money is deficient, this tends to lower mining costs and thus automatically to expand gold mining and remedy the deficiency.

### Compares Colt's Halter to Gold Standard

Mr. Samuelson unquestionably considers the gold standard an old-fashioned relic. But so, when one thinks of it, is the Golden Rule. Both are founded on the solid rock of human nature. So what he is really objecting to is control over our monetary expansion by the free-market forces of

supply and demand. Admittedly the control by a gold standard over the money supply is imperfect, just as control over a colt by a halter is imperfect. The colt has freedom within the limits of the halter. But, perfect or not, the halter does control the colt. And supply and demand, which are really set by what people are able and, on net balance, willing to provide themselves with does, on a gold standard, in a similar loose way, control the production of money and hence make it approximately "right."

Mr. Samuelson's own goals for monetary management are "stability" and "full employment." But seven years of stable prices did not prevent the 1929 crash. And if any government agency is to be made responsible for "full employment" it should be Congress, with the cost financed out of taxes and normal borrowings. This task should not be dumped on the Central Bank to be paid for at its political peril by the issuance of whatever fiat money proves necessary. The primary job of a Central Bank should be to provide honest money; with full employment incidental; and, not to provide full employment, with honest money the piously hoped for by-product.

If history teaches us anything, it should at least inform us that we cannot safely and permanently trust "elected authorities"—i.e., politicians—to manage our money supply. In fact, dedicated as we are to, and experienced as we are with, free enterprise, we do not trust them to manage any major field of economic production. If our money is to be ruled by free-market forces, then we human beings have so far discovered no better way than to tie it to gold, the production of which is ruled by free-market forces. And if we are to make this voluntary tie to gold, we will then need a strong Central Bank with sufficient independence to protect this gold standard and this sound money supply from being raided for fiscal purposes by our "elected authorities."

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus. This is published on behalf of only such of the undersigned as are qualified to act as dealers in securities in the respective States.

New Issue

September 13, 1961

3,947,795 Shares

## General Public Service Corporation Common Stock

Warrants evidencing rights to subscribe for these shares at \$6.25 each (with the privilege to oversubscribe at the same price per share, subject to allotment,) have been issued by the Company to holders of its Common Stock, which Warrants will expire at 3:30 P.M. New York City Time on September 27, 1961, as set forth in the Prospectus and in the Warrants.

The underwriters, both before and after the expiration of the Warrants, may offer shares of Common Stock as set forth in the Prospectus.

Copies of the Prospectus may be obtained from only such of the undersigned as are qualified to act as dealers in the respective States.

Stone & Webster Securities Corporation

Smith, Barney & Co.

The First Boston Corporation

Hornblower & Weeks

Kidder, Peabody & Co.

Carl M. Loeb, Rhoades & Co.

Paine, Webber, Jackson & Curtis

White, Weld & Co.

Incorporated



## FROM WASHINGTON ...Ahead of the News

BY CARLISLE BARGERON

President Kennedy has run into the same trouble with Congress that Franklin D. Roosevelt did and much sooner.

Mr. Roosevelt's leadership in Congress the first four years was practically unchallenged. With all of the money he had to give away to the states and municipalities he rode wide, high and handsome over the legislative body.

He was re-elected over Alf M. Landon in 1936 overwhelmingly, carrying every state in the Union except two. He had a popular majority of around 11 million. Then he tried to pack the Supreme Court. He lost that fight and never quite regained his influence over Congress. His New Deal was slipping fast. With funds for his spending spree running out, he tried one more huge spending program, a \$2 billion proposition that carried aid to the railroads as a bait. The Senate greatly reduced the size of the program and the House killed it altogether.

It was not generally realized but that was the end of the New Deal until we entered World War II. That saved it. Mr. Roosevelt was elected two more times but never had the complete control over Congress that he enjoyed before he tried to pack the Supreme Court.

President Kennedy, in office for little more than seven months, had remarkable success with Congress until he tried to get in his foreign aid bill a five year Treasury borrowing authority. This took away one of Congress' cherished constitutional rights — the power over the purse strings. The Senate gave it to him but the House balked.

The President and his aides exerted the utmost pressure — threats and cajolery — to obtain the necessary votes to obtain the borrowing authority.

The White House put the best face it could on the outcome of the tussle with Congress, declaring the bill satisfactory to the President because it does permit long-term planning and authorizations. The jolt was, nevertheless, there — showing that the old Republican-Southern coalition can work to check the Executive when Congress deems the President is overstepping his bounds.

A second major defeat for President Kennedy in this first session of Congress is the failure to get favorable action on a public education bill carrying a program of school construction and payments to teachers from Federal funds, approaching \$2.5 billion in cost. This has happened, notwithstanding a successful packing of

the all-important House Rules Committee, sought by the President in order to make favorable action more certain on his "must" bills.

The packing of the committee was brought about by the addition of Democrats favorable to the New Frontier program advanced by Mr. Kennedy. The Rules Committee as newly constituted was to have overridden Representative Smith of Virginia, the conservative Democratic Chairman of the Rules Committee, other Democratic conservatives and the Republican members of the committee. To obtain floor consideration of the House, a bill must receive a "rule" from this committee, under usual conditions. The Rule Committee, however, voted down a special rule for the school bill and voted to lay that bill on the table which effectively killed action on the measure for this session. Nor did a modified bill have any luck. Mr. Kennedy has said he will try to get his measure through at the next session.

How much these defeats have reduced Mr. Kennedy's prestige on Capitol Hill remains to be seen.

He didn't win by the majorities that Mr. Roosevelt did. Indeed, when the votes of the opposing candidates are combined he is a minority President.

### Eisen Joins Cobleigh & Gordon

The announcement of the appointment of Ronald J. Eisen to the position of Vice-President of Cobleigh & Gordon, Inc., 220 East 42nd Street, New York City, was made by David Cole Gordon, President of the financial public relations firm.

A graduate of the Temple University School of Journalism, Mr. Eisen worked as a newspaper and wire service reporter on the East Coast for seven years before entering the field of public relations. Prior to joining Cobleigh & Gordon, Mr. Eisen was a Senior Account Executive of the public relations firm of Ruder & Finn Incorporated.

### Northrop & White Formed in N.Y.C.

Formation of the firm of Northrop & White, Inc., underwriters and dealers in state, municipal and revenue bonds, with headquarters at 50 Church Street, New York City, has been announced by the principals, Wilson White, III, President, and John B. Northrop, Jr., Secretary and Treasurer.

Mr. White was formerly manager of the municipal department of Granger & Co., and prior thereto was with Rand & Co. Mr. Northrop was previously with William S. Morris & Co. and from 1954 to 1961 with The First Boston Corp. where he was manager of the municipal bond trading department.

### Greenfield V.-P. Of R. Topik

Arnold Greenfield has been elected a Vice-President of R. Topik & Co. Inc., 295 Madison Avenue, New York City.

### Lentz, Newton To Admit Partner

SAN ANTONIO, Tex. — Lentz, Newton & Co., Alamo National Building, members of the New York Stock Exchange, on Oct. 1, will admit Ernest L. Brown III to Partnership.

## Economics—The Lamplighter

By Dr. Emerson P. Schmidt,\* Director of Economic Research, Chamber of Commerce of the United States, Washington, D. C.

Business economist plainly explains why individuals should become interested and knowledgeable in the subject of economics. If anything, Dr. Schmidt observes, the grasp of the subject should help one to expose economic ignorance and to answer "cranks and crackpots," to correct those who "may mean well but not know what well means," as well as provide self-satisfaction that knowledge brings. Several precepts are introduced to serve as an example as to why economics requires not merely descriptive, but also analytical ability. Problems of costs, unemployment, prices and values are briefly discussed in connection with this. Businessmen taking up economic education are admonished to know that it is not enough to "desire to do good" in their private and public policies but to be sure they "really do good—or stop pretending."

"Economics" may sound dry, flat and even forbidding. But it can be interesting, captivating, and even intriguing, once you dig into it. Several nationwide and many local investigations are underway to determine the proper place of economics in the high school curriculum. TV Continental Classroom may soon include economics. So let's look at why the economics renaissance and what the pursuit of it can do for the individual.

"You cannot make a silk purse out of a sow's ear," it's often been said. But, instead of viewing it as a tired cliché or a mere excuse for doing nothing, ask yourself two questions:

- (1) Is it really true? and;
- (2) What point is the speaker trying to convey?

Actually you may have news for that speaker: The founder of Arthur D. Little, Inc., an imaginative fellow, once did make a silk purse out of a sow's ear—but only once; the cost of this "miracle" far outweighed the market value of the purse.

Another cliché runs: "You can't get blood out of a turnip." Again, is this true? Or a mere excuse or a dodge?

More broadly: What does all this have to do with Economics as a lamplighter?

Economics examines and evaluates human affairs from the viewpoint of price. This is a most instructive definition. The word "price" includes not only final product prices at retail, but also the price of the resources used to produce goods and services, such as capital (interest and profits), labor (wages, salaries and fringe costs), and scarce natural resources like land (rent—economic rent, not rentals).

#### The Heart of Economics

The interrelations between these prices, what's behind them, their impact on incomes and on real output, the role of money and credit—these are the heart of a study of economics.

Economics may deal with facts; it may be descriptive of our banks, insurance companies, manufacturing and distribution and our technology. The more one knows of these matters the better. But facts and description are not the heart of economics as generally understood and taught in our best schools; economics provides a method of analyzing our business system in a way which will shed light on the Why, the How and the optimum End Result of production and distribution—including Why—not, How—not and barriers to optimum End Results. It shows why government fiat as to price ceilings or supports misfires.

One does not have to know economics to be a competent business executive, but it helps. To evaluate government policy and action, it helps even more, and, indeed, is essential. To understand what's going on in the world, it is also indispensable. A moralist or reformer, without some economic insight, may mean well but not know what well means.

Economics is concerned with the efficient use of resources, both in private business and in government. But how do we determine whether we are getting maximum value from our private or our government spending, from our consumer and our tax dollar?

Economics as a science is neutral, like physics or chemistry. It is a method of analysis. It does not tell you what you should stand for, nor what you should oppose. It takes human nature as is: much good in man, but also much orneriness, cussedness, and potential evil. The dividing line between analysis and policy prescription should be kept clean.

But the student of economics or the citizen has values and priorities. The study of economic analysis may encourage weighing carefully our several goals: economic freedom, the system's efficiency, economic growth, economic stability and economic security as analyzed in the National Chambers' *The Goals of Economic Policy*. Careful review will soon reveal that to some extent these five goals are in harmony and to some extent they are in conflict. The zealot, once he studies economics systematically and in some depth, may begin to see that public problems are much tougher to solve than he had thought. Doctrinaire certainty may give way to a more balanced view. This does not mean that economics can cure the crackpot—he may be incurable.

But a thorough understanding of economics may enable one to answer the crank and crackpot—and get some gratification in doing so even though the fanatic himself remains in his special world.

Economics explores human affairs in terms of costs, prices and benefits. It has gathered many facts and discovered many systematic interrelationships. It has set forth enduring principles of economics. But are these principles or relationships immutable, inevitable and inescapable? Are these economic principles or laws as compelling and formidable as, say, the law of gravity? Are there penalties for economic law-breaking? If so, who pays "the fine?"

#### Why Study Economics?

Perhaps here we are on the trail to the answer of: *Why Study Economics?* Is it really true that a turnip cannot be turned into blood? Or, is it possible that through modern chemistry and technology, an expert with the most advanced know-how and skill might accomplish the feat? And make it pay? The last ques-



Dr. E. P. Schmidt

This advertisement is neither an offer to sell nor a solicitation of offers to buy any of these securities. The offering is made only by the Prospectus.

NEW ISSUE

September 13, 1961

\$18,000,000

### Mountain Fuel Supply Company

4 $\frac{7}{8}$ % Debentures Due 1986

Dated September 1, 1961

Due September 1, 1986

Price 101.09% and accrued interest

Copies of the Prospectus may be obtained from any of the several underwriters only in States in which such underwriters are qualified to act as dealers in securities and in which the Prospectus may legally be distributed.

#### The First Boston Corporation

Blyth & Co., Inc.	Eastman Dillon, Union Securities & Co.
Goldman, Sachs & Co.	Lehman Brothers
White, Weld & Co.	Dean Witter & Co.
Boettcher and Company	Bosworth, Sullivan & Company, Inc.
J. A. Hogle & Co.	William Blair & Company
Singer, Deane & Scribner	Burnham and Company
Schwabacher & Co.	Edward L. Burton & Company

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tion is the most important; Even if possible, is it worth doing?

However noble our aims or the end result which we seek, there are good ways and there are less efficient ways to get them. Some ways may not get them at all or, still worse, get other wholly undesirable end results — adverse side effects, too.

A price system, with prices free to move, puts a price (cost) on all these inputs, on all intermediate products such as raw material and productive capital, and on the end results—the products and services. Thus we are able to decide what inputs to use in what proportions and to measure the benefits against the costs. In a free society resources are allocated in response to consumer sovereignty.

By the most or optimum results is meant the maximum of all the things we want and in the right proportions, not just one or two of them, but all of them in proper balance as preferred by consumers with all their diversity of tastes and demands, their wise and reasonable as well as their impulsive and un- or underconsiderate moods.

So now, let's look at some problem areas. In Vermont, for example, all the coffee and bananas we need could readily be produced by just spending enough of our savings to build greenhouses and allocating enough of our manpower and fuel to such ventures. Technologically, there is no problem at all in such a venture. Tens of thousands of new jobs could be created. Perhaps, by expanding this idea, unemployment could be cured. Put a tariff on tea, newsprint, foreign cars, and whiskey! But here, again, arises that question of the wisest use of our resources: Would we be richer or poorer?

By producing coffee and bananas in the United States, we wouldn't buy them from the tropical regions; then people in these foreign nations would have to reduce their purchases from us of things like machinery and equipment, and books and magazines in which we have a comparative production advantage. In short, reducing our imports may reduce exports in equal dollar amounts—with no net gain to all of us as a whole, and indeed with a loss in our total real output and also in world output. World-wide optimum allocation of resources would be impaired.

#### Jobs as a Means, Not an End

Jobs are not an end in themselves—they are a "means" to an end—goods and services sought by free-choice buyers. Automation and mechanization destroy jobs, we're told. Often this is true. But, again, are jobs a proper goal? Are jobs the purpose of our economy? In a basic sense, they are not.

A man works, not just to work, but to get income—dollars. However, he can't eat or wear dollars. A job is a means to a more basic end—output—goods and services. A machine may take a man's job; but if more machines and more automation lead to a bigger turn-out of useful goods and services, there is more to share among all of us—and with less human effort and drudgery. If one is worried about job reduction through mechanization it is well to remember, too, that manpower is also required to make and maintain machines.

Mechanization and automation, in addition, may lower costs; this may actually pave the way for more jobs in the very industry affected—not less jobs, look, for example, at the expanded use of telephones or the wider circulation of periodicals and books. This depends on the price elasticity of demand for the product or service. So, one can't assert in advance whether further mechanization

will reduce or enlarge job opportunities in an industry.

Raising the minimum wage by law, to note another example of how economic understanding may add to our insight, may have a noble humanitarian motive; but economics asks: What else may happen? If workers have trouble finding jobs at the current wage rate, will a higher wage rate make their task easier or harder? Will it force employers, always facing competitive pressures, to mechanize or automate some workers out of jobs? Or, drop some output and services entirely? Will a higher minimum wage rate raise prices to consumers who buy the things produced including the things bought by those who get the higher minimum? Is real income increased or reduced? Does it lead to a net gain in total human well-being?

#### When Taxes Are Justified

Let's examine still another case: If we want government services to expand, this is not costless; it comes out of the people's pocket. If we levy new taxes—whether income, excise or other taxes—many of these find their way into the cost-price structure of doing business, they too come out of people's income even when not levied directly on them. Because tax dollars may subtract from the total expenditures in the private sector we must measure the value of any new net growth which may be added by more government. More government services, that is, are not necessarily a net gain. Only if a tax dollar yields more final values, than if spent privately, is it justified to expand government; the net yield is what counts and then only if account is taken of the tax revenue lost by expanding the government sector.

Higher wages or prices in one industry, or for one group, although possibly creating higher purchasing power there, or higher taxes here or there, come at the expense of people — people as buyers in other industries or those who bear the higher taxes.

Would higher prices in the United States, furthermore, induce thrifty buyers to search more and more for less costly imports? Might it induce savers and investors to invest in more rewarding enterprises abroad?

If we are worried about inadequate growth vis a vis U.S.S.R., why would we put a premium on the retirement of men at 62 as our government did in 1961?

It is not enough to desire to do good; we must in our private and public policies be sure that we really DO good—or stop pretending. Closer economic analysis may improve the results we attain from our humanitarian tendencies and drives.

And here is a key point: Human wants are insatiable, indeed unlimited; but high quality and productive resources are always relatively scarce. If resources weren't scarce—if they were as free as air—no economic problem could ever arise. We wouldn't even have an economic system. This leads to another significant current issue: If we face unemployment and if people generally want to live better than they now do, we should not reduce the standard work-week in order to reduce or cure unemployment. We should deal with the causes of unemployment and not hide it, or create disguised unemployment by merely shortening the work-week.

When we prize more leisure more highly than additional goods, that is the time to cut the work-week.

There is no "free lunch," even when it is unpriced and gotten over the relief counter or "paid for" by a pension or unemployment compensation check. (This, by itself, however, is no argument against such checks.) Economics, even common sense, tells us that with all of our alternative and

competing uses for our money—for our resources—when we "take away" a little here, we have a little less there.

Wages, interest and profits are income. But they are costs too. My wage is a cost to someone else; my increased wage comes out of others—unless I've become more productive, that is, if I've earned that wage rise.

If I "featherbed," I may help myself—but at others' expense. If I work or produce less but somehow get more dollars, someone else may pay more, and get less.

These are just a few examples of what economic analysis and economic reasoning may illuminate. Economics, indeed, can be a lamplighter! It can illuminate the dark and devious paths down which economic ignorance can lead us. Economic studies and analysis, let's note again, is not mere description or exposition, rather it examines human affairs from a special point of view: costs, prices, output, and values; how to get the optimum final product-mix out of our scarce and valuable human and other resources, consistent with our other goals.

In a free-choice-consumer-directed competitive economy the producer is constantly pressured to give the best values; even when competition isn't perfect the pressure is still strong and usually pervasive. The buyer tries to spread his income so that the last dollar spent in each of all its uses, just buys for him the same amount of well-being and satisfaction.

Similarly, in a free society the worker and investor, using the best information available, shift to those productive endeavors where the returns are best; thereby, output from the factors of production tends to be directed in a pattern which maximizes earnings and human well-being and satisfactions.

This economizing principle can be applied equally in government policy and spending, even though we have no easy market test here. But by keeping this principle before us and discussing it thorough-

ly, whenever new government spending is proposed, we'll be able to express our conclusions and the reasons for them, to our legislators and therefore, hopefully, get more for our tax dollar. We can slow down ill-considered projects.

#### Affords Better Insight

The study of economics, furthermore, can bring that deep inside satisfaction of gaining better insight about the way our economy works. It can abate needless and irrational fears about inflation, about depressions, about exhaustion of our non-renewable natural resources; it can reveal the basic harmony or cooperativeness built into a society by the free competitive market economy and its class fluidity and open opportunities. Given a rule of law and effective monetary and fiscal policies, a study of economics shows how a free economy is largely self-regulating and self-adjusting.

Yet, we should add quickly, that constitutional stability and the rule of law are basic foundation stones; sound monetary and fiscal policies are integral parts of any grasp of economics.

To become thoroughly grounded in economics and to be wise in those matters requires sustained study of man, of our social and political institutions and of economics as a technique of analysis.

Economics, as a technique of analysis, is heartening. It can bring new light. Economic understanding can raise the visibility of what is so, and what is not so.

Economic insight can lift one above the current scene. It can reveal an orderliness where disorder seemed to dominate. It can gain one a hearing, an audience in private conversation, on the platform and in print. Others will seek a person out when he has insight which others lack.

To master economics is an adult task. It lights the way.

\*An address by Dr. Schmidt before the graduating class and alumni of the U. S. Economic Discussion Group program, Syracuse, N. Y.

## Mrs. N. Case Named to RCA Bd.

Election of Mrs. Everett Needham Case as a director of the Radio Corporation of America was announced by RCA Chairman David

Sarnoff following a meeting of the Board of Directors.

Mrs. Case, who is the wife of the President of Colgate University, and the daughter of Owen D. Young, industrialist and first Chairman of the Board of RCA,



Mrs. Everett N. Case

succeeds Mrs. Douglas Horton, who resigned from the boards of RCA and its subsidiaries in order to accompany her husband this fall on an extended world tour.

A graduate of Bryn Mawr, Mrs. Case is a Trustee and Chairman of the Board of Skidmore College, and a visiting lecturer at Colgate.

Mrs. Case's father-in-law, J. Herbert Case, was formerly Chairman of the Federal Reserve Bank of New York as well as an officer in several New York City institutions.

#### General Inv. Sales

MILWAUKEE, Wis.—General Investment Sales Corporation has been formed with offices at 8500 West Capitol Drive to engage in a securities business. Officers are Wallace C. Berg, President; Howard W. Weiss, Vice-President; Harold P. Thomson, Secretary; and P. G. Farina, Treasurer.

#### Now Vincent Assoc.

The firm name of Alexandria Investments and Securities, Inc., 217 Broadway, New York City, has been changed to Vincent Associates, Ltd.

#### New Issues

September 14, 1961

## Shulton, Inc.

50,000 Shares Class A Common Stock  
(50¢ Par Value)

50,000 Shares Class B Common Stock  
(50¢ Par Value)

Price \$41.50 per Share

This announcement constitutes neither an offer to sell nor a solicitation of an offer to buy these securities. The offering is made only by the Prospectus, copies of which may be obtained in any State from such of the undersigned as may lawfully offer these securities in such State.

Smith, Barney & Co.

Incorporated

Blyth & Co., Inc. Goldman, Sachs & Co. Kidder, Peabody & Co.

Incorporated

Lee Higginson Corporation Paine, Webber, Jackson & Curtis

A. G. Becker & Co.

Incorporated

Reynolds & Co., Inc.



# SECURITY SALESMAN'S CORNER

BY JOHN DUTTON

## The Importance of Motivation in A Creative Sales Organization

Basically there are two broad types of people engaged in business endeavors. There are the creators and the takers. Most salesmen who are successful are creative individuals. No good salesman who is intent upon building a clientele of satisfied customers wants to sell anything that does not benefit everyone he sells. This holds true in all lines of business and certainly in the investment securities industry. The takers are only interested in what they can get; they care nothing about benefits to others because their motivation in life is pure and simple acquisitiveness.

There are other motives that impel a man to work long hours, to study, to expose himself to opportunities to enlarge and increase his business besides his creative drive. But primarily, the honest man who builds a business based upon the ethical principles which compel him to strive to give a 100¢ of value for every dollar of effort, is not going to function (to the best of his capacity) in surroundings that impede and destroy this elemental motivation.

### This Is Not a Perfect World

Certainly no experienced individual expects that human relationships involved in the everyday functioning of an investment firm should be without a modicum amount of static. This is normal. But the basic reason for discontent in many sales organizations is not one of personalities, or of a procedural nature (although these matters often are important contributors to low morale). It is something much more fundamental that inspires and elevates a group of men, or that acts as a drag upon their efforts and their inspirational activity, which in turn produces harmonious and successful accomplishment. To put it bluntly, a business that is operated for the enrichment of a small group of individuals whose main purpose in life is personal "acquisitiveness" is a sterile operation. The quest for power, prestige, "status," praise, or wealth for its own sake, are all negative

factors in the building of any organization.

There are elements of idealism in this viewpoint, but it is also a recognized fact that some of the greatest business enterprises constructed in this country were built by men who had a purpose far beyond their own simple, neurotic compulsions. They believed in people, they believed in making or producing something that was better than their run of the mill competition could come up with; and they built an organization that was fired up with the inspirational zeal that evolves from the honest effort of creativity. There were those who years ago made derogatory statements about the men who created this Republic too, but without their idealism could we have had these United States?

### The Challenge

It is primarily the function of an investment security salesman to help people to build up their capital so that these savings can be used to further the growth of this nation. More successful business means only one thing—more people benefited. In our free society the saver can be an independent human being—not a serf or a slave of the state. In our nation everyone has the individual duty and responsibility to make his own choice of what he wishes to do with his earnings. He can spend it all, save some, gamble, invest, or become an expert in handling his own personal life as his talents and his ambitions permit.

But here is where the investment business of this country could, and does contribute to the welfare of every human being, whether they know it or not. We are the small task force that collects the savings and the risk capital that makes it possible for new business to be created, and established businesses to become larger and more prosperous. A few hundred thousand men and women who are engaged in the securities business of this country contribute the vital element of "capital collection and distribution" that is as important to the freedom and the welfare of this

nation as blood is to the human body. We are the "heart" of this nation's economic life. Without our efforts, you could not have economic freedom, and without economic freedom, all other freedoms are impossible.

### If You Want Success as a Salesman CREATE.

I realize that the words I have written in this column may bring a smile to some who have become cynical about many phases of our business and political life today. But regardless of whether or not the people who manage and direct the efforts of your organization are concentrated upon building a business that is motivated by the desire to serve its customers to the best of its ability, you as a salesman can still hold to this creed and live by it.

You can refuse to sell any security that you do not believe is worthy of your recommendation. You can refuse to sell too much of any speculative security to any person, if you know that it is beyond his capacity to take the risk. You can sit for hours (if necessary) with a young couple who need to save for their future and their children's future and you can help them buy a good mutual fund before they buy a boat or a house they can't afford. You can help women who have lost their husbands, and who need honest advice and guidance in the handling of their estate. You can give honest answers to questions that you are qualified to answer, and you can continue to study and learn more about your business every day of your life, because you are never going to know all there is to know about it.

And you can consider yourself a fortunate man if you are connected with a firm that subscribes to these principles, and that will back you up from the cashier's cage to the senior partner's office when it resolves into what comes first—the customers' welfare or the immediate profit in any transaction.

A sluggish, lethargic, discontented sales organization can be remade overnight if the motivation that compels men to go out and influence others is honest and sincere. The answer is on the door of your senior partner's office, his associates, and his executive assistants. What you believe, is what your business will reveal to your clients, and your sales organization. Any man who wants to prove it cannot fail—great deeds are not born in little minds.

## The State of TRADE and INDUSTRY

Steel Production  
Electric Output  
Carloadings  
Retail Trade  
Food Price Index  
Auto Production  
Business Failures  
Commodity Price Index

"The economy is now moving into new high ground," observes the Federal Reserve Bank of New York in its September *Monthly Review*. "The recovery in output to pre-recession peaks is completed, and a period lies ahead in which the economy's ability to advance rapidly to a reasonably full utilization of resources will be tested."

Since mid-year, the pace of the advance has been somewhat more moderate than during the recovery phase, but there are indications that the advance has broadened. Figures on industrial production and new orders received by manufacturers of durable goods point to a clear broadening of the advance in industrial activity and indicate the establishment of a firm base for a strong economic rise. Inventory accumulation—which in the spring was heavily concentrated in the auto industry—is one factor stimulating production. Total inventories rose one-half of 1% in July, and evidence of further accumulation is contained in the latest survey by the National Association of Purchasing Agents.

In construction as in manufacturing, activity appears to be not only advancing but also broadening. Public construction has moved up during the last three months and should continue strong. Private housing starts were almost 10% higher in June-July, seasonally adjusted, than in April-May.

So far, the economy appears to be taking in its stride the heightening of world tensions and the plans for further increases in defense spending. There is no evidence as yet that consumers or businessmen have drastically revised their attitudes. This generally restrained reaction undoubtedly stems from the fact that the economy is still not using available manpower and physical resources to the full. Unemployment, for example, has now been at the five million level for fully nine months and approximately one million of these unemployed have been out of work for at least six months.

Efforts to strengthen the International Monetary Fund are the concern of another article in the *Monthly Review*. The Bank notes that the Fund's Managing Director, Mr. Per Jacobsson, has urged that the major industrialized countries should agree to lend stated amounts of their currencies to the Fund under agreed conditions. Secretary of the Treasury Dillon has stated that the United States favors "an agreement among the industrial countries to provide stand-by credits to supplement the Fund's resources of needed currencies." The Bank hopes "that the negotiation of an agreement along these lines will be given encouragement" at the Fund's forthcoming Vienna meeting this month and "that all details can be worked out by the end of the year so that the United States and other industrial countries can obtain whatever legislative approval may be necessary in early 1962."

The need for such changes stems from the increased movement of investor funds between major countries that has developed in recent years. At times, these movements have become so large as to exert strong pressure on principal currencies.

In dealing with such pressures, the monetary authorities of the countries concerned have acted simultaneously on a number of fronts. Beyond continuing in-

formal consultations, when the pressures grew to critical proportions in the weeks following the revaluations of the mark and the guilder last March, a group of central banks exhibited mutual cooperation not only by extending short-term credits, but also through coordinated operations in the foreign exchange markets.

"However successful these operations have been in restoring orderliness to the foreign exchanges," the New York Bank observes, "it is clear that central bank cooperation cannot be a substitute for the type of assistance that can and should be provided by the Fund. Inter-central bank credits are normally of a short-term character, whereas the speculative capital flows that require their use may not always be reversed promptly. In dealing with such problems the credit facilities of the Fund can perform a vital service."

### Bank Clearings for Week Ended September 2, 2.8% Above Corresponding 1960 Week

Bank clearings last week showed an increase compared with a year ago. Preliminary figures compiled by the *Chronicle* based upon telegraphic advices from the chief cities of the country, indicate that for the week ended Saturday, Sept. 2, clearings for all cities of the United States for which it is possible to obtain weekly clearings were 2.8% above those of the corresponding week last year. Our preliminary totals stand at \$25,963,308,741 against \$25,259,683,576 for the same week in 1960. Our comparative summary for the leading money centers for this week follows:

Week End.	(000's omitted)		
Sept. 2—	1961	1960	%
New York	\$13,759,523	\$13,587,242	+ 1.3
Chicago	1,285,186	1,344,534	+ 4.4
Philadelphia	1,061,000	996,000	+ 6.5
Boston	796,928	761,537	+ 4.6

### President's Letter to Major Steel Companies Warns Against Price Increases

President Kennedy's attack on steel prices diminished the possibility of a broad steel price increase, the *Iron Age* reports.

But the magazine says the President's warning to the industry affected the price outlook only by a matter of degree. Even before the President's letter to the major companies warning against price increases, there was less than a 50-50 chance of a general steel price increase, the *Iron Age* says.

(The *Iron Age* has consistently stated this year that pressure from the White House would be brought against steel price increases. Generally, price increases have been widely rumored as a reaction to wage increases guaranteed Oct. 1 in the contract with the United Steelworkers.)

Since President Kennedy's request not to raise steel prices was expected, the steel price outlook is only slightly altered. These factors all will be considered before the steel leaders make their decision on prices:

(1) Pressure of the Federal Government against price increases. This was brought to bear fully in last week's action by President Kennedy. This action, in turn, followed a previous attack on prices by leading Democratic Senators.

(2) Competition from other materials.

(3) Foreign competition.

(4) The domestic steel industry's own weak price situation. However, the price structure has

This announcement is neither an offer to sell nor a solicitation to buy any of these securities.  
The offering is to be made only by the Prospectus.

100,000 Shares

Automatic Data Processing, Inc.

Common Stock

(Par Value 10¢ per Share)

Offering Price: \$3.00 Per Share

Copies of the Prospectus may be obtained from the Undersigned in any State in which the Undersigned may legally offer these shares in compliance with the securities laws of such State.

Golkin, Bomback & Co.

Oppenheimer & Co.

Bruno-Lenchner, Inc.

September 14, 1961



firmed with the recent strengthening of the steel market.

On the general steel market, apparent automotive labor peace strengthens the immediate market outlook, the Iron Age says.

The market has been advancing on a broad base without any real support from the auto industry. Logically, automakers would have come into the market for heavy September deliveries of steel as the lines of 1962 cars go into production. But in spite of general market strength, September has been a disappointment in regard to automotive steel orders.

But now a real surge of orders for October delivery is expected from the automakers. Automakers have scheduled 600,000 cars in October and steel orders to date would not sustain production of that level. As a result, October now looks like the best month of the year so far with November and December sustaining the same order rate.

#### Steel Production Data for the Week Ended Sept. 9

According to data compiled by the American Iron and Steel Institute, production for week ended Sept. 9, 1961 was 2,032,000 tons (\*109.1%), 0.1% above the output of 2,030,000 tons (\*109.0%) in the week ended Sept. 2.

Production this year through Sept. 9 amounted to 64,172,000 tons (\*95.7%) or 14.6% below the period through Sept. 9, 1960.

The year to date production for 1960 through Sept. 10, 1960, 35 weeks, was 75,186,000 tons or \*112.1%.

The Institute concludes with Index of Ingot Production by Districts, for week ended Sept. 9, 1961, as follows:

	Index of Ingot Production for Week Ending Sept. 9, 1961
North East Coast	115
Buffalo	100
Pittsburgh	98
Youngstown	98
Cleveland	125
Detroit	136
Chicago	111
Cincinnati	122
St. Louis	101
Southern	108
Western	109
Total	109.1

\*Index of production based on average weekly production for 1957-59.

#### Metalworking Sales Head for Record Year

The metalworking industry should have record sales this year, Steel magazine said.

It predicts they will total at least \$151.4 billion, up 1.7% from

record 1960. It estimates \$70.8 billion for the first half, \$60.6 billion for the second.

Output of the five main metalworking groups—primary metals, fabricated metal products, machinery (including electrical), transportation, and instruments—gained 12.3% in the first half. If that rate is matched in the second half, annual sales will reach \$151.4 billion.

Steel lists these reasons for believing the pace can be maintained or even stepped up:

Orders for metalworking equipment increased at a slightly faster pace in the first half than sales did. That means backlogs swelled slightly.

Accelerated spending for defense will probably begin to show up later this year.

Machinery manufacturers (the largest segment of metalworking) show no signs of weakening. In fact, this group hardly had a recession.

Auto production—barring a strike—is expected to be at the highest fourth quarter rate in several years.

Steel operations are climbing and could be at a record rate by year-end.

With another gain last week, steel production has risen six straight weeks. This week's output is expected to be slightly higher than the 2,050,000 tons that Steel estimates the industry poured last week. It says September's output could be close to 9.6 million tons—largest of any month since April, 1960.

Third quarter steel production is shaping up better than expected. It will be the largest of any three month period since the first quarter of 1960, barring an automotive strike. Operations will average about 71% of 1960 capacity. Production will be about 26.4 million ingot tons (vs. 25.1 million in the second quarter and 19.7 million in the first).

Although the threat of an auto industry strike is holding demand for carbon steel sheets in check, new strength is showing up elsewhere in the flat rolled steel market.

Take stainless strip. Producers report that their August shipments were 40 to 50% higher than July's. At some mills, orders booked in August were 100% above the previous month's.

There's new strength in tubular products too. Oil country goods are booming again. August was the best month for shipments and incoming orders since March, 1960.

The scrap market was given an

upward shove last week as some domestic buying developed. Exports continue active. Steel's composite price on No. 1 heavy melting grade rose 83 cents to \$39.50 a ton, the level of last April.

#### Auto Production for the Five Major Companies Fell 9.2% Below Last Week's Level

The Labor Day holiday and a succession of walkouts at eight General Motors and affiliated Fisher Body plants brought about a decline in U. S. passenger car production this week, Ward's Automotive Reports said.

The statistical service said that while the nation's five auto makers programmed a higher daily rate of output for their new 1962 models this week, the volume of industry production for the period fell to 82,655, or 9.2% below the 90,983-unit level of last week, although well above 52,635 units produced in the same week a year ago.

Ward's attributed some of the decline to the shorter work week, but said that the walkouts staged by some 17,000 GM employees, beginning Wednesday and concurrent with the first deadline of extended labor-management talks, took a substantial toll of planned production. A further extension to the expiring GM-UAW contract was added Tuesday when new contract accord was reached on the national negotiation level.

GM's combination Buick, Oldsmobile and Pontiac plant at South Gate (Calif.) was the scene of the first walkout. Some 1,500 workers left their jobs Wednesday for about two hours, all but about 100 returning after that time. But at St. Louis and Norwood (O.) two Chevrolet plants and adjacent Fisher Body facilities were out both Wednesday and Thursday. Fisher Body plants at Pittsburg, Marion (Ind.) and Mansfield (O.) went out at the same time. Another B-O-P plant staged a walkout on Sept. 3, but were due to return to work sometime last week. Production problems at the Pontiac (Mich.) Fisher Body plant sent more workers home, and the resultant shortage of bodies caused a temporary layoff of another 1,000 Pontiac assemblers Wednesday.

While GM operations were thus harried, Ford Motor Co. scheduled the first Saturday overtime in the industry for 1962 model making. Its standard Ford plant at Louisville, along with Falcon-Comet sites at Lorain (O.), Metuchen (N. J.) and San Jose (Calif.) worked Sept. 9, Ford still has two plants in changeover to its new "in-be-

tween" size cars, and its St. Louis plant, still stocked with 1961 components, remains down in an eight-weeks-old strike.

American Motors Corp. added a second shift to one of its two car assembly lines at Kenosha (Wis.). Chrysler Corp. and Studebaker-Packard Corp. continued their production buildups this week without interruption or incident.

Of the week's output, General Motors accounted for 52.9%; Ford Motor Co. 31.5%; Chrysler Corp. 8.8%; American Motors 4.4%; and Studebaker-Packard 2.4%.

#### Business Failures Fall in Holiday Week

Commercial and industrial failures dropped to 275 in the holiday-shortened week ended Sept. 7 from 321 in the preceding week, reported Dun & Bradstreet, Inc. At the lowest level since the July fourth week, casualties were about even with the comparable year-ago level of 276 but remained above the 1959 toll of 222 for the similar week. Current business mortality continued considerably higher, 32%, than the pre-war level of 209 failures occurring in the corresponding week of 1939.

Liabilities of \$100,000 or more were involved in 30 of the week's casualties as against 36 in the previous week and 35 a year ago. Failures with losses under \$100,000 fell to 245 from 285 last week and were slightly above the 241 of this size in 1960.

All industry and trade groups had lower tolls during the holiday week. Casualties among retailers declined to 140 from 154, among manufacturers to 33 from 41, among construction contractors to 34 from 51. Smaller dips occurred in wholesaling, off to 39 from 41, and in commercial service, down to 29 from 34. Neither manufacturing nor construction had as

many concerns failing as a year ago, while retail casualties about matched their last year's level. In contrast, sharp upturns from 1960 took place in wholesaling and service.

Geographically, casualties ran lower in all regions except the South Atlantic, up to 42 from 35, and the West South Central, which held steady at 16. The Middle Atlantic toll dipped to 93 from 97, the East North Central to 45 from 59, and the Pacific to 49 from 60. Only three regions suffered more failures than last year—the Middle Atlantic, South Atlantic, and East North Central. In the other six areas, year-to-year declines prevailed, with marked downturns from the 1960 level in the Pacific, West North Central, and New England States. Canadian failures rose slightly to 28 from 22 in the preceding week but were off slightly from 30 in the similar week last year.

#### Electric Output 8.4% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, Sept. 9, was estimated at 15,838,000,000 kwh., according to the Edison Electric Institute. Output was 376,000,000 kwh. below that of the previous week's total of 16,214,000,000 kwh. and 1,223,000,000 kwh., or 8.4% above that of the comparable 1960 week.

#### Lumber Shipments Were 1.7% Ahead of 1960 Volume

Lumber production in the United States in the week ended Sept. 2, totaled 224,761,000 board feet compared with 226,026,000 board feet in the prior week, according to reports from regional associations. A year ago the figure was 216,998,000 board feet.

Compared with 1960 levels output gained 3.6%, shipments

Continued on page 16

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

**NEW ISSUE**  
September 14, 1961



130,000 Shares\*

**RUDD-MELIKIAN, INC.**

Common Stock

(Par Value \$1.00 Per Share)

Price \$10 Per Share

\*At the request of the Company, 13,000 shares have been reserved for allotment by the underwriters to persons designated by the Company, including employees, customers and certain persons with whom the Company has relations. The number of shares available for offering to the general public will be reduced to the extent that such persons may purchase the shares so allotted.

Stearns & Co.

Courts & Co. • Mitchum, Jones & Templeton  
Warner, Jennings, Mandel & Longstreth

Boenning & Co. • Westheimer & Co.

Schirmer, Atherton & Co.

Copies of the Prospectus may be obtained from such of the undersigned only in such States where the securities may be legally offered

This advertisement is neither an offer to sell, nor a solicitation of an offer to buy any of this stock. The offering is made only by the Offering Circular.

NEW ISSUE

September 13, 1961

100,000 Shares

**TINSLEY LABORATORIES, INC.**

(A California Corporation)

Capital Stock

(Par Value 16 2/3 cents Per Share)

Price \$3 per Share

Copies of the Offering Circular may be obtained from the undersigned only by persons to whom the undersigned may legally offer these securities under applicable securities laws.

**Troster, Singer & Co.**



## STATE OF TRADE AND INDUSTRY

Continued from page 15

climbed 1.7% and orders rose 9.9%.

Following are the figures in thousands of board feet for the weeks indicated:

	Sept. 2 1961	Aug. 26 1961	Sept. 3 1960
Production	224,761	226,026	216,998
Shipments	215,340	229,395	211,666
Orders	217,571	217,513	197,965

### Freight Car Loadings in Week Ended Sept. 2 Were 3.8% Above The Corresponding 1960 Week

Loading of revenue freight in the week ended Sept. 2 totaled 599,349 cars, the Association of American Railroads announced. This was an increase of 7,084 cars or 1.2% above the preceding week.

The loadings represented an increase of 22,143 cars or 3.8% above the corresponding week in 1960, when traffic was affected by a strike on the Pennsylvania railroad, and an increase of 51,543 cars or 9.4% above the corresponding week in 1959 (during the steel strike).

There were 11,812 cars reported

### DIVIDEND NOTICES



### WAGNER BAKING CORPORATION

The Board of Directors has declared a dividend of \$1.75 per share on the 7% Preferred Stock payable October 2, 1961, to stockholders of record September 28, 1961.

C. B. ATKINS, Secy-Treas.

### CONSOLIDATED NATURAL GAS COMPANY

30 Rockefeller Plaza  
New York 20, N. Y.

#### DIVIDEND No. 55

THE BOARD OF DIRECTORS has this day declared a regular quarterly dividend of Fifty-Seven and One-Half Cents (57½¢) per share on the capital stock of the Company, payable November 15, 1961 to stockholders of record at the close of business October 16, 1961.

JOHN MILLER, Secretary  
September 13, 1961

### THE FIRST REPUBLIC CORPORATION OF AMERICA

#### DIVIDEND NOTICE

The Board of Directors has declared the third consecutive monthly dividend of eight cents (8¢) per share on the Class A Stock. Distributions will be made by The Franklin National Bank of Long Island on

September 20, 1961 to Shareholders of Record at close of business, August 30, 1961.

Jerome Wishner  
President

375 Fifth Avenue,  
New York



A publicly owned REAL ESTATE Company

loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended Aug. 26, 1961 (which were included in that week's over-all total). This was an increase of 1,038 cars or 9.6% above the corresponding week of 1960 and an increase of 3,169 cars or 36.7% above the 1959 week.

Cumulative piggyback loadings for the first 34 weeks of 1961 totaled 372,779 for an increase of 13,588 cars or 3.8% above the corresponding period of 1960 and 106,911 cars or 40.2% above the corresponding period in 1959. There were 58 Class I U. S. railroad systems originating this type traffic in the current week compared with 55 one year ago and 50 in the corresponding week in 1959.

### Intercity Truck Tonnage for Week Ended Sept. 2 was 2.2% Above The Corresponding 1960 Week

Inter-city truck tonnage in the week ended Sept. 2, was 2.2% ahead of the volume in the corresponding week of 1960, the American Trucking Associations, Inc., announced. Truck tonnage was 3.7% above that of the previous week of this year.

These findings are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and Transport Economics. The report reflects tonnage handled at more than 400 truck terminals of common carriers of general freight throughout the country.

The terminal survey for the last week showed increased tonnage from a year ago at 23 localities. Ten points reflected tonnage decreases from the 1960 level, while one terminal showed no change from the previous year. Seven terminal areas showed increases of over 10%. Truck terminals at three centers showed decreases of 10% or more.

Compared to the immediately preceding week, 27 metropolitan areas registered increased tonnage while 7 areas reported decreases.

These findings, like those in other recent weeks, reflect a seasonal upturn as well as a steady improvement in motor freight volume as compared to last year's depressed traffic.

### DIVIDEND NOTICES

#### CITY INVESTING COMPANY

900 Madison Ave., New York 21, N. Y.  
The Board of Directors of this company on September 13, 1961 declared the regular quarterly dividend of 12½ cents per share on the outstanding Common stock of the company, payable November 3, 1961, to stockholders of record at the close of business on October 3, 1961.

HAZEL T. BOWERS,  
Secretary

#### COLUMBUS AND SOUTHERN OHIO ELECTRIC COMPANY



#### Dividend on Common Shares

The Board of Directors of Columbus and Southern Ohio Electric Company, on September 5, 1961, declared a dividend of fifty cents (50¢) per share on the outstanding Common Shares of the Corporation, payable October 10, 1961, to shareholders of record at the close of business on September 25, 1961.

G. C. SHAFER, Secretary

the ELECTRIC Co.  
COLUMBUS AND SOUTHERN OHIO ELECTRIC COMPANY

### Wholesale Commodity Price Index Turns Up Slightly

The general wholesale commodity price level edged up in the latest week, reports Dun & Bradstreet, Inc., and it remained noticeably above the year-ago level. However, this upturn, which followed a week of leveling off, did not lift the index to the 1961 peak established on Aug. 21. Many commodities were quoted higher in price during the week, with the most substantial advances in wheat, rye and steel scrap. Dips from last week prevailed in five of some thirty commodities, with the only appreciable decline in tin prices.

The Daily Wholesale Commodity Price Index stood at 274.36 (1930-32=100) on Monday, Sept. 11, rising mildly from 273.06 on Tuesday a week earlier but exceeding considerably the 267.45 on the similar day last year.

### Wholesale Food Price Index Holds Close to Prior Week and Year Ago

The wholesale food price index changed only fractionally this week, edging up from both the preceding week and the comparable week last year. On Sept. 12, the index compiled by Dun & Bradstreet, Inc., came to \$5.97, up 0.2% from \$5.96 a week earlier and also 0.2% above the \$5.96 on the similar day a year ago.

Foods quoted higher in wholesale cost this week were wheat, corn, rye, oats, barley, hams, bellies, lard, sugar, cocoa, potatoes, raisins and steers. However, these increases were slight and were almost offset by substantial declines in four important items—beef, coffee, cottonseed oil and hogs.

The Dun & Bradstreet, Inc. wholesale food price index represents the sum total of the price per pound of 31 raw foodstuffs and meats in general use. It is not a cost-of-living index. Its chief function is to show the general trend of food prices at the wholesale level.

### Retail Purchases Continue Up for Week Ended Sept. 6

Despite wilting weather and the Labor Day holiday, consumer buying held to a strong pace in the week ended Wednesday Sept. 6, and pushed well ahead of volume in the comparable week last year. A substantial rise in purchases of children's wear provided most of the momentum, while fan and air conditioners sales also gave retail activity a lift. On the other hand, consumer interest in hardware, automobiles and building materials continued slow.

The total dollar volume of retail trade in the week ended on September 6 ranged from even to 4% higher than a year ago, according to spot estimates collected by Dun & Bradstreet, Inc. Regional estimates varied from comparable 1960 levels by the following percentages: West South Central +3 to +7; West North Central +2 to +6; South Atlantic +1 to +5; Middle Atlantic and East South Central 0 to +4; New England and East North Central -1 to +3; Mountain and Pacific -2 to +2.

### Nationwide Department Store Sales Were 4% Higher Than The 1960 Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's index for the week ended Sept. 2, 1961, were 4% more than the like period last year. For the week ended Aug. 26, sales were up 6% over last year. The four-week period ended Sept. 2, 1961, sales advanced 3% over last year.

According to the Federal Reserve System, department store sales in New York City for the week ended Sept. 2 were 3% higher than the same period last year. In the preceding week ended Aug. 26, sales were 5% higher than the same period

last year. For the four weeks ending Sept. 2, a 2% increase was reported above the 1960 period, while from Jan. 1 to Sept. 2, a 2% increase over sales in the comparable period of 1960, was recorded.

### Bev. Hills S. E. Club Forming

BEVERLY HILLS, Calif. — This community, a rapidly growing financial center, is joining the ranks of many other financial hubs across the country with the opening early next month of a Stock Exchange Club, it was announced by George E. Vandenhoff, first president of the newly established club, who is the resident partner in the Beverly Hills office of Dean Witter & Co. The official opening of the club, which is located on the pent-house floor of Romanoff's Restaurant, is Friday, Oct. 6.

Recognized as one of the leading West Coast financial centers, Beverly Hills currently has in its environs, offices of 22 New York Stock Exchange member firms, over 50 other securities houses, 18 banks, the world's largest building and loan company, and many other financial institutions, Mr. Vandenhoff pointed out.

The Beverly Hills Stock Exchange Club membership consists of 250 selected financial and business executives, professionals and civic leaders. Other offices of the club include Frank E. Patty, First Vice-President, resident partner of Harris, Upham & Co., and Thomas O. Peirce, Second Vice-President, resident partner of Paine, Webber, Jackson & Curtis.



G. E. Vandenhoff

### Royal School Laboratories Stock Offered

B. N. Rubin & Co., Inc. is offering today (Sept. 14) 170,000 common shares of Royal School Laboratories, Inc., at \$5 per share. The company with headquarters in Richmond, Va., is a manufacturer of special purpose laboratory furniture for the general sciences, arts and crafts, and home economics departments for schools, colleges and universities. This equipment is used principally in the chemistry, physics and biology laboratories. A smaller percentage of this equipment is used in industrial research and testing laboratories. It also manufactures a line of movable classroom cabinets for elementary schools.

Although in a highly competitive industry the company believes that it is approximately the seventh largest producer of special purpose school laboratory equipment in the United States out of approximately 15 to 20 firms in the field. Sales are handled through 24 distributors operating in 32 states.

Proceeds will be applied towards the construction of a new manufacturing plant and the balance will be used for general working capital.

### Forms LCS Mut. Fund Co.

BOISE, Idaho—Lorin C. Saunders is conducting a securities business from offices at 2524 Fry Street under the firm name of LCS Mutual Fund Brokerage.

## The Security I Like Best

Continued from page 2

in improving and expanding its production facilities. From 1951 through 1960, capital expenditures totaled \$531,674,000. This year Armco expects to spend about \$80 million for new facilities, with the accent on increasing efficiency and broadening product lines.

Several major capital improvements will prepare the company to realize some important benefits not yet enjoyed as a result of the National Supply merger in 1958. National Supply's steel requirements—estimated to be at least a half million tons a year—are now being purchased under long-term contracts with other producers. Beginning in 1964, this tonnage will be provided by Armco's own mills.

The company is in excellent financial condition. As of Dec. 31, 1960, current assets were \$550,393,000, and current liabilities \$116,152,000. Long-term debt was \$158,850,000, and cash and marketable securities amounted to \$217,848,000. Recently debentures totaling \$50 million were sold to refinance bank loans due in 1962, 1963, and 1964. The company has indicated that no additional financing will be needed to complete the capital expenditure programs it has planned. There are 14,797,000 common shares outstanding, and no preferred.

Armco's current management has demonstrated that it is continuing the policies which have oriented the company toward progressive marketing, research, and international operation to a considerably greater degree than most of its competitors.

Its market development activities are already considered among the most advanced in the industry; it is currently doubling the size of its Research Center; it will place its 16th overseas fabricating plant in operation later this year.

The \$3.00 dividend, paid since 1957 appears quite secure. With its proven earning ability and progressive management policies, Armco seems not only among the most stable steel issues, but also the most likely candidate for long-term appreciation. The stock is listed on the N.Y.S.E.

## \$100 Million California Bonds Publicly Offered

State Street Securities Corp., an affiliate of William S. Morris & Co., on Sept. 13 offered \$100,000,000 State of California Veterans' bonds, series BB, with coupons of 5%, 3.20%, 3.30%, 3.40%, 3.50%, 3.625%, 3.70% and 3.75%, priced to yield from 2% for those due April 1, 1963 to 3.85% for the 1986 and 1987 maturities.

State Street Securities won the issue at competitive bidding on a bid of 100 for the combination of coupons, setting a net interest cost of 3.7596%.

Drake & Co. has been retained as agent to run the books and is confirming bonds to recognized dealers and dealer banks only.

Rated Aa by Moody's and AAA by Standard & Poor's, the bonds are general obligations, backed by the full faith and credit of the State of California. They are being issued to provide funds to assist California war veterans to acquire farms or homes, the cost of which must be repaid to the State on an amortized purchase plan.

### G. R. Lamarre Opens

FAIRHAVEN, Mass.—G. Raymond Lamarre is conducting a securities business from offices at 140 Huttleston Avenue.



## THE MARKET . . . AND YOU

BY WALLACE STREETE

Stocks swayed with the news, and the various Street interpretations, in what was mostly a consolidating phase this week that saw a few issues sag and rebound widely without much provocation.

Trading implications were rather favorable in that activity picked up when the going was good but dwindled when selling was around. That was at least a reversal of the pattern a week ago when the industrial average reached an all-time high on turnover of less than three and a half million shares but then reacted on turnover that approached four million.

At the start this week the religious holiday kept trading interest light and prices declined rather easily, but more from lack of demand than from urgent selling. In the process a trading range was carved out between last week's all-time peak of 726 and 714. A range running a scant dozen points is an abnormally narrow one.

Auto shares were popular on occasion as it appeared that the extent of any strikes in the industry would be the short one aimed at General Motors. Steels also stirred at times, although they weren't immune to selling when that was the general order. Rails were quiet, but now and then some of the better-class ones in the group were able to show some life to keep hopes high that some interest in this long-laggard section will be sparked eventually.

### "A Silver Lining"

The outlook for the rails was far from being as bleak as it has been for many months. For one, the business improvement seems about to improve the movement of freight. For another, the Interstate Commerce Commission, after long opposing the idea, has finally switched to a position that calls government subsidies for passenger roads "not desirable but necessary."

Since rail expenses have had to be trimmed sharply as revenues dwindled through the recession, the early stages of a traffic pickup can show some sharp earnings gains. As a matter of fact, while carloadings were still lagging behind those of a year ago, profits in July edged ahead of those for the similar month a year earlier.

Rails have been so well deflated, and neglected, that they are by far the better yield items around. Such quality items as Santa Fe, Nickel Plate and Northern Pacific offered well past 5% returns at recent prices when the average yield for industrial shares was less than 3%. Returns of close to 5% are available in other quality roads, including Union Pacific, Southern Railway and Norfolk & Western.

### RCA Impressive

Electronics were far from being the glamour issues they were earlier this year and in some cases the corrections have been sizable. One that hasn't been as hard pressed was Radio Corp. which, to some of its followers, is the giant of electronics despite the newcomers and the tremendous growth some of them have had. RCA, being the more diversified operation, was somewhat ignored when the big play was in firms making semi-conductors. But its diversity is now paying off at a time when semiconductors are in fierce price competition that has brought to some firms the familiar profitless prosperity of a price war. Added to this is that RCA's new venture into data processing machines, plus its entertainment products, as well as its other operations are important users of the tubes and semiconductors that it makes.

Among the things that have

kept RCA stock quiet marketwise, apart from the fact that speculative enthusiasm was hunting for more glamorous newcomers, is that the company's heavy research costs have kept earnings restricted despite steady increases in sales year after year. Some estimates put the research tab for its data processing business alone at some \$10 million a year. These are expected to start tapering off next year which promises better profit comparisons since the company is unique in the computer field in being able to produce most of the components itself.

### From Auto Parts to Space Work

Bendix Corp., which once was almost entirely an auto parts operation, has been shifting its emphasis steadily with space work now the swift-growing portion of its business. The portion of its business today that depends on electronics is up to around 40% so this company, too is rapidly taking on the look of an electronic rather than an aviation-auto supply firm.

The sales of civilian auto parts already lag behind the military sales total for missile and space work and these projects, along with the military aircraft, produce nearly three-fourths of Bendix's total sales. Like RCA, Bendix hasn't found the profit path entirely clear despite new records in sales. And in the present fiscal year it suffered from one of the pitfalls of heavy military work, an important contract cancellation. But its fiscal year ends at the end of this month and, with the bad news out of the way, the stage is set for a sharp improvement which would be that much more enhanced by any new stepup in government spending for missile and space work.

### An "Unknown Quantity"

The issue that is something of an unknown quantity at the minute is First National Stores which has been business expanding its grocery store service in the New England area, having reached out relatively recently to include New York, New Jersey and Connecticut in its trade area.

What adds the unknown quantity is the recent announcement by First National and Safeway that they had agreed on First National's purchase of the Safeway units in the New York area. This would jump the New England store chain from 516 to 680 stores, add some \$150 to \$160 millions in sales to the better than half billion total rolled up by First National. But no terms were spelled out yet.

Reputedly, the New York Safeway units have been troublesome profit-wise. How First National will fare with the stores is also something to be determined in the future. The chain has done well so far in the areas in which it has been operating. The stock offers a return of slightly more than 3½% for shares that are rated as investment grade ones.

### SBIC Money Maker

The craze not too long ago was for shares of investment companies operating under the Small Business Investment Company Act. In some cases, the hopes were high but the investment opportunities either unsuitable or not available so that some are still looking to put their funds to work. One that not only has its money working but has started distributing investment income and capital gains to the holders is Growth Capital, Inc.

Growth Capital was financed in June a year ago in a \$10 million offering that made it one of the

largest of the publicly owned SBIC units. Since then about three-fourths of the funds have been invested and it had commitments that would deplete the balance. Under the SBIC act, such companies can borrow up to 400% of their capital and it is currently negotiating loans of around \$5 million.

It is believed to be the first of the SBIC units that distributed a large portion of one holding publicly, that being Mansfield Industries. The profit on that came to \$222,000. Growth Capital is an SBIC thoroughly in operating form.

[The views expressed in this article do not necessarily at any time coincide with those of the "Chronicle." They are presented as those of the author only.]

## Johnston to Be VP Of Winslow, Cohu

On Oct. 1, Frederick S. Johnston will become a Vice-President of Winslow, Cohu & Stetson, Inc., 26 Broadway, New York City, members of the New York Stock Exchange. Mr. Johnston is manager of the firm's mutual funds department.

## Rockford Dealers To Hold Outing

ROCKFORD, Ill.—The Rockford Securities Dealers Association will hold their annual "fling-ding" at the "New Key" Club of the Wagon Wheel Lodge, Rockton, Ill., Oct. 6. Tariff is \$15 for golf and dinner.

### J. L. Lion Opens

LOS ANGELES, Calif.—John L. Lion is engaging in a securities business from offices at 5225 Wilshire Boulevard.

### Hamilton Investm'ts. Opens

HUNTINGTON, N. Y.—Harold R. Mrazek is conducting a securities business from offices at 356 New York Avenue under the firm name of Hamilton Investments.

### Now Corporation

HOUSTON, Tex.—The Income Builders, Inc., with offices at 2020 Richmond Avenue, has been formed to continue the investment business of the Income Builders. Martin M. Kaufman, formerly proprietor of the firm, is President of the new corporation. Jack Fallas is Vice-President, and George H. Fleet, Treasurer.

## Investment Seminar to Be Held by New York State Bankers Association



Marcus Nadler



Dr. Jules I. Bogen



James G. Wilson

The New York State Bankers Association will hold its Annual Investment Seminar at the Hotel Commodore in New York City on September 22, 1961, it was announced by Seminar Director, Charles J. Simon, Partner, Salomon Brothers & Hutzler, New York City.

Featured will be lectures and discussions on the money market and the investment field.

Approximately 800 bankers, investment men, trustees, and corporation treasurers coming from many states, Canada and Puerto Rico are expected to be on hand.

Speakers will include Dr. Marcus Nadler, Professor of Finance, New York University—"Money Market and Its Outlook"; Dr. Jules I. Bogen, Professor of Finance, New York University—"Sources and Uses of Funds"; Phil David Fine, Deputy Administrator, Investment Division, Small Business Administration, Washington, D. C.—"The SBIC's—The Banker's Hidden Weapon"; and James G. Wilson, Executive Vice-President, Second District Securities Company, Inc., New York City—"A Flexible Approach to Portfolio Management."

Investments will be discussed by four outstanding authorities who will answer questions on portfolio management and specific investment problems from the audience. Participants in the panel will include John W. de Milhau, Vice-President, The Chase Manhattan Bank, New York City; Joseph H. Fleiss, Vice-President, First National City Bank, New York City; Harry C. Harshman, Vice-President, Marine Midland Corporation, Buffalo; and Arthur W. Schlichting, Vice-President, Bankers Trust Company, New York City. Dr. Nadler will moderate.

Dr. Marcus Nadler notes that the Seminar this year meets in a period of great uncertainty. The international situation, faster domestic economic recovery than expected, and the probability of deficit financing has cast a shadow over bond prices and interest rates which will make the portfolio manager's job a difficult one for the year ahead. Seminar speakers will discuss the forces that will operate in the market both domestic and international as well as the kind of debt management policy which may be in store under such conditions.

Dr. Jules I. Bogen will stress the use of "supply and demand data" to project the trend of interest rates not only for the immediate year ahead but for the longer five-year period. Dr. Bogen expects to build on the thesis that fundamental forces in the demand for funds particularly mortgage and consumer financing and in the supply of funds namely the record volume of savings could cause a change in the interest rate pattern during the next five years. Further, that a long cycle trend in interest rates may open the door for long range planning—5 to 20 years—for bank and trust portfolios. He expects to discuss the reasons for believing that the United States may be entering a new "long cycle" of interest rates.

This is not an offering of these Shares for sale, or an offer to buy, or a solicitation of an offer to buy, any of such Shares. The offering is made only by the Offering Circular.

NEW ISSUE

August 23, 1961

80,000 Shares  
**WESCO INDUSTRIES, INC.**  
Common Stock  
(Par Value 10c Per Share)

PRICE \$3.00 PER SHARE

Copies of the Offering Circular may be obtained from the undersigned.

**FIRST MADISON CORP.**

79 Madison Avenue Building, New York 16, N. Y.

OR Regn 9-8999



## PUBLIC UTILITY SECURITIES BY OWEN ELY

### Two Small "Growth" Utilities in Michigan

Michigan Gas & Electric, with revenues of about \$8 million, has had an impressive growth record, revenues having increased 177% in the decade ending 1960. The company supplies electricity at retail in 27 communities and rural areas, and at wholesale to two others; also manufactured and natural gas in 17 communities and rural areas. (Marquette, Holland and Niles being the largest served).

The service area includes one county in the upper peninsula of Michigan and six counties in the southwest part of the lower peninsula, with a combined population of about 125,000. Gas supplies about 55% of revenues and electricity 45%. The company buys most of its electricity from Indiana & Michigan Electric (subsidiary of American Electric Power), generating a small amount in its three hydro plants. Some 24% of electric revenues are residential, 22% rural, 16% commercial, 31% industrial and 7% miscellaneous. Gas sales are about 59% residential.

Industries in the upper peninsula include iron-ore mining, lumbering, quarrying, dairy products, manufacture of women's apparel, etc. In the lower peninsula automotive products, drugs, furniture, farming and resort business are the principal activities.

H. Hentz & Company have pointed out that "the possible extension of natural gas lines into the northern tiers of the Upper Peninsula could open both important residential heating and industrial loads to the company, thus augmenting the impressive gains made in natural gas operations to date. Since gas main extensions are relatively modest in cost, and because the bulk of electric requirements are purchased at wholesale with the company acting as a distributor, capital expenditures should be kept at a minimum, enabling Michigan G. & E. to continue financing from within." Presumably this extension of service will depend on whether the company can obtain a favorable court decision (reversing an FPC order) and secure a supply of gas from Canada on favorable terms.

The company has had an excellent record of share earnings—despite the rise in gas costs, earnings per share showed an uninterrupted advance from \$1.83 in 1950 to \$5.46 in 1960. However, the gain in the latter year was

only 3¢, and for the June quarter of 1961 earnings were \$1.77 the same as last year, but on a slightly larger number of shares. It seems a little doubtful, therefore, whether calendar 1961 will show much of a gain. The major reason for the slowing down in earnings would seem to be the higher cost of gas. Since 1950 the company has absorbed four increases in the rates charged by its supplier, aggregating over 50%, without passing any of the higher costs on to its customers. The last increase, greater than the earlier ones, is effective under bond and there is a chance that the FPC may disapprove it.

Richard L. Rosenthal (who also heads several other utilities) is Chairman of the Board and has adopted somewhat the same dividend policy (cash and stock) as he did with Citizens Utilities. Currently \$2 is being paid in cash, plus annual stock dividends which amounted to 3% each in 1952-59 and 3.3% in 1960. This year's stock dividend will presumably be declared around mid-November and paid at the year-end. The stock has a rather thin market and has recently been quoted over-the-counter in the 90s—it would seem to be a candidate for a split. The yield (assuming a price of 97) would approximate 5.4% including the stock dividend. The price-earnings ratio would be about 17.7, compared with an industry average around 22 for electric utilities.

Michigan Gas Utilities has shown very rapid growth in revenues—from \$1.7 million in 1950 to \$9.1 million currently. A large number of communities were added to the service area under newly acquired franchises last year. The company now supplies natural gas to some 50 communities in the southern part of the state, with a population of about 288,000. Some of the leading cities served are Benton Harbor, St. Joseph, Grand Haven, Coldwater, Bedford, etc.

Residential sales supplied about 51% of revenues, commercial 15%, industrial 28% and miscellaneous 6%. Industrial customers include manufacturers of automotive and aviation equipment, aluminum, steel, iron and brass products, plastics, electric components and appliances, and commercial and home furniture and fixtures. The largest industrial customer accounts for less than 8% of industrial revenues.

In 1960 the company completed

the largest construction program in its history, spending over \$7.6 million. This was financed through the sale of 100,000 shares of common stock in March 1961 and \$3.5 million bonds, which were placed privately; proceeds were used to retire temporary bank loans.

The company's gas suppliers have increased rates several times in recent years and these increases are still before the FPC for approval. The company has petitioned the Michigan Public Service Commission for a rate increase and hearings were scheduled to begin last April.

The company's growth record thus far has been impressive—from 29¢ a share in 1950 to 96¢ in 1960. However, the advance has been irregular with decreases in 1952 and 1957-58. Also, the company is making a poor showing in 1961. For the six months ended June 30, 1961, only 88¢ per share was reported (on the increased number of shares) compared with 98¢ in the first half of last year; and for the 12 months ended June 30, 67¢ vs. \$1.10. This disappointing showing reflects higher gas costs plus the increase in fixed charges resulting from the acquisition of new communities, as well as the increased number of shares. Gradual development of earnings from the large number of new communities now served, plus the requested rate increase if obtained are expected to improve future earnings.

At the recent over-the-counter quotation of 16½, the stock yields 3.6% based on the dividend of 60¢. The stock was split 2-for-1 in 1960. It has advanced to the present level from an adjusted price around 2 in 1950.

### Small, Larmer Co. Formed in Wichita

WICHITA, Kans.—Small-Larmer Co., Inc., has been formed with offices in the Bittling Building, to act as dealers in securities. Don M. Small and Robert Larmer are principals of the firm. Mr. Small was formerly President of Small & Co., Inc. Mr. Larmer was an officer of Davidson-Vink-Sadler, Inc.

### Diamond, Turk Admits

Abbey J. Butler has been admitted to partnership in Diamond, Turk & Co., 120 Broadway, New York City, members of the American Stock Exchange.

### New Merrill Lynch Office

LOS ANGELES, Calif.—Merrill Lynch, Pierce, Fenner & Smith Inc. has opened a new office at 3600 Wilshire Boulevard under the management of Linton F. Murdock.

### W. R. Sauve Opens

William R. Sauve is conducting a securities business from offices at 250 West 57th Street, New York City, under the firm name of W. R. Sauve & Co.

### McNeil-Rankin Branch

COLUMBUS, Georgia—McNeil-Rankin, Inc. has opened a branch office in the Flowers Building under the management of Ernest H. Peavy, Jr.

### Rutner, Jackson Branch

SAN BERNARDINO, Calif.—Rutner, Jackson & Gray, Inc., has opened a branch office at 157 West Fifth Street under the management of Mack McCourt.

### With First California

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Robert D. Evans, Jr. has become associated with First California Co., Inc., 647 South Spring St. He was formerly with Paine, Webber, Jackson & Curtis.

## Complete Pennsylvania Bond Offering



IT'S A WOMEN'S WORLD: (Mrs.) Grace M. Sloan, Pennsylvania's State Treasurer, and (Miss) Genevieve Blatt, that state's Secretary of Internal Affairs, hold a check for \$25 million, to be used by Pennsylvania's General State Authority. The issue is the 14th in a series of bonds by Pennsylvania's General State Authority. Halsey, Stuart & Co. headed the successful syndicate in bidding for the bonds. Bankers Trust Company is New York Paying Agent for principal and interest and the Mellon National Bank and Trust Company of Pittsburgh has been appointed Fiscal Agent.

The men in the background are: Wallis B. Dunkel, Bankers Trust President; John Lynam, Executive Director of General State Authority; and Donald Hazlett, Vice-President of Mellon National.

Closing was held September 13, 1961 in the Bankers Trust Company offices.

## N. J. Dealers Set First Meeting

BLOOMFIELD, N. J.—The first general membership meeting of the New Jersey Association of Investment Dealers will be held at the Hotel Suburban, East Orange, Sept. 27, at 4:30 p.m., J. William Weller, J. W. Weller & Co., temporary chairman has announced.

The Association, seeking to represent the interest of the more than 400 investment counselling firms throughout New Jersey, was organized recently to maintain the highest ethical standards and to promote better cooperation between government agencies and investment dealers. In addition, the Association is conducting a public education program to describe the numerous investment services offered to the public by member firms.

According to Mr. Weller, the initial response to the Association formation has resulted in enthusiastic cooperation. Twenty-three firms have become charter members of the Association and more firms have filed application for membership.

Mr. Weller further noted that several items of major importance will be discussed at the meeting. Adoption of a constitution and by-laws, approval of the Association's business practices and a public education program are on the agenda. Samuel Weinberg, S. Weinberg, Grossman & Co., Inc., President of the New York Security Dealers Association, will make a brief keynote address.

### Jacoby Adds to Staff

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—George G. Finkelman has been added to the staff of Jacoby & Co., Inc., 610 South Broadway. He was previously with Garat & Polonitz, Inc.

### Imperial Financial Branch

SCOTTSDALE, Ariz.—Imperial Financial Services has opened offices in the Nuss Building. Bayard Shellum, an Imperial salesman, will be regional manager.

Assisting Mr. Shellum will be Theodore N. Ofstedahl, a Vice-President of Imperial Financial Services and former Minnesota Securities Commissioner.

This advertisement is not an offer to sell or the solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

NEW ISSUE

September 14, 1961

170,000 Shares\*

### Royal School Laboratories, Inc.

Common Stock  
(par value one cent per share)

\*The Underwriter has agreed to reserve 30,000 shares for sale to designees of the Company.

Price \$5.00 Per Share

Copies of the Prospectus may be obtained from the undersigned only in States in which the undersigned is qualified to act as a dealer in securities and in which the Prospectus may legally be distributed.

B. N. Rubin & Co., Inc.

All of these securities having been sold, this advertisement appears only as a matter of record.

New Issue

September 12, 1961

875,000 SHARES

### ADVANCED SCIENTIFIC INSTRUMENTS, INC.

Common Stock  
(Par Value \$1.00 per share)

\$1.15 PER SHARE

### NAFTALIN & CO., INC.

207 South 6th Street . . . Minneapolis 2, Minn.

Federal 9-1633

TWX-MF 883



# NEWS ABOUT BANKS AND BANKERS

Consolidations • New Branches • New Offices, etc. • Revised Capitalizations

Christopher H. Phillips will join the Chase Manhattan Bank, New York as the Bank's representative for United Nations affairs on Sept. 18, David Rockefeller, President, announced Sept. 12.

As the Chase Manhattan representative for United Nations affairs, he will work with the Bank's United Nations Plaza branch and international department.

Election of Everest R. St. Aubyn as a Vice-President of Morgan Guaranty Trust Company of New York was announced Sept. 8 by Henry C. Alexander, Chairman of the Board. Mr. St. Aubyn is assigned to the international banking division.

Also announced were the elections of Daniel P. Davison as an Assistant Vice-President in the general banking division and of Robert Aeberhard and Wendell L. Nichols as Assistant Vice-Presidents in Morgan Guaranty's Paris office.

Edward M. Lamont was elected an Assistant Treasurer, assigned to the international banking division. Clement R. Browne was elected an Assistant Treasurer in the bank operations department.

Mr. St. Aubyn joined Guaranty Trust Company of New York, a predecessor of Morgan Guaranty, in 1930. He was appointed an Assistant Secretary in 1946, an Assistant Manager in 1951, and an Assistant Vice-President in 1955.

The Board of Governors of the Federal Reserve System Sept. 6, approved the application of Manufacturers Trust Company, New York, for consent under section 18(c) of the Federal Deposit Insurance Act to merge with The Hanover Bank, New York, and for approval to operate branches at the present locations of the offices of the latter bank.

Joint statement by Horace C. Flanigan, Chairman of the Board, Manufacturers Trust Company and William S. Gray, Chairman of the Board, The Hanover Bank on Sept. 7 said:

"In view of the approval granted yesterday by the Board of Governors of the Federal Reserve System to the merger of Manufacturers Trust Company and The Hanover Bank, it has been de-

cided to make it effective at the close of business, Sept. 8. The new bank, Manufacturers Hanover Trust Company, will open for business Monday, Sept. 11th."

Manufacturers Hanover Trust Company, New York today disclosed its top officer lineup following approval by the Bank's new Board of Directors at its first meeting Sept. 11.

The general administrative board, will consist of Charles J. Stewart, Chairman, Board of Directors; R. E. McNeill, Jr., President; Horace C. Flanigan, Chairman, Executive Committee; William S. Gray, Chairman, Finance Committee; Gabriel Hauge, Vice-Chairman; and Raymond C. Deering, Andrew L. Gomory, Reese H. Harris, Jr., Milo B. Hopkins and Eugene S. Northrop, Executive Vice-Presidents.

Corporate staff and services officers include Edmund Leone, Vice-President - Administration; Walter F. Thomas, Vice-President-operations; John B. Henne-man and Frederick W. Oswald, Vice-Presidents, personnel; Colin MacLennan, Controller; and Stanley van den Heuvel, Secretary.

Metropolitan division Senior Vice-Presidents are Herbert J. Osborne, Challen R. Parker, Jr., Andrew S. Sawers, Jerome A. Thirsk, Sidney A. Trundlé, Jr., and Peter White.

National division Senior Vice-Presidents are Raymond A. Lockwood, William H. Miller and Roger D. Elton.

Paul A. Rimmel is Senior Vice-President in branch administration.

International division Senior Vice-Presidents are Harry P. Barrand, Jr., and John L. O'Halloran, with G. Butler Sherwell as Vice-President-Senior Consultant.

In the trust division, Henri Z. Lake and Robert M. Lovell are Senior Vice-Presidents - personal trust, with James T. Harrigan and A. Frederick Keuthen, Senior Vice-Presidents, corporate trust and agencies.

Other top departmental officers are Craig S. Bartlett, Vice-President and Treasurer, securities and investments; and Stephen F. Casko, Senior Vice-President, personal loans.

William R. Biggs and Thomas F. Milbank were elected trustees of The Bank of New York Sept. 12. Albert C. Simmonds, Jr., Chairman, announced.

John M. Robert, Vice-President, Secretary and Trustee of Union Dime Savings Bank, New York is retiring as of Oct. 1 after 45 years of service with the Bank.

Mr. Robert joined the staff in 1916 at the age of 17. In 1943 he was elected Assistant Secretary and in 1949 Assistant Vice-President. In 1954 he was made Secretary and in 1956 he became Vice-President. He was elected to the Board of Trustees in April 1960. Mr. Robert has been in charge of general operations and personnel for many years.

Banco de Ponce, Puerto Rico, opened branches in New York City on Sept. 11.

The new branches will be at 1030 Southern Blvd. in the Bronx and at its 168 East 116 St. agency in Manhattan, which is being converted to a branch.

Mr. Carmine P. Anzalone, Assistant Vice-President in charge of Mortgage Servicing Operations at The Dime Savings Bank of Brooklyn, N. Y. completed 40 years of service with that institution on Sept. 10.

Mr. Anzalone started his banking career in 1921. He was appointed Assistant Secretary in 1949 and named Assistant Vice-President in 1958.

National Bank of Westchester, White Plains, N. Y. opened its 25th office Sept. 8, on Route 6 in Jefferson Valley.

Manager of the Jefferson Valley office is Dunbar W. Gray.

The Everett National Bank, Everett, Mass., increased its common capital stock from \$300,000 to \$450,000 by sale of new stock effective Aug. 30. (Number of shares outstanding 45,000 shares, par value \$10).

Harold V. Bossa, 60, President of the Stamford Savings Bank, Stamford, Conn., and a Director of the National Bank and Trust Co. of Fairfield County, died Sept. 4.

Four new Directors of Continental Illinois National Bank and Trust Company, Chicago, Ill., attended their first board meeting Sept. 5 following Continental's merger over the Labor Day weekend with City National Bank and Trust Company, Chicago, Ill.

The new Directors, all former City National board members, were elected by Continental shareholders last January, their appointments to become effective when the banks were merged.

They are Arthur T. Leonard, former City National President, who was also elected Sept. 5 as Chairman of the Executive Committee of Continental's Board; William P. Miller, former City National Senior Vice-President, who was also elected to the same position with Continental; Raleigh Warner and Clarence H. Shaver.

Detroit Bank & Trust Co., Detroit, Mich. nominated Edward H. Lachen a Vice-President.

On Sept. 1 the Comptroller approved an application of National Bank of Commerce of Lincoln, Lincoln, Neb., and The First Trust Company of Lincoln, Lincoln, Neb., to consolidate under the charter of National Bank of Commerce of Lincoln, Lincoln, Neb., and under the title "National Bank of Commerce Trust and Savings Association." The effective date is to be determined.

The common capital stock of The First National Bank and Trust Company of Tulsa, Tulsa, Okla., was increased from \$7,300,000 to

\$7,665,000 by a stock dividend effective Aug. 31. (Number of shares outstanding 766,500 shares, par value \$10.)

John Farquhar was named Vice-President of the First Bank & Trust Co. of South Bend, South Bend, Ind.

The First National Bank and Trust Company of Covington, Covington, Ken., with common stock of \$300,000, and The First National Bank of Latonia, Covington, Ken., with common stock of \$100,000, consolidated effective as of the close of business Aug. 25. The consolidation was effected under the charter and title of "The First National Bank and Trust Company of Covington", with capital stock of \$400,000, divided into 40,000 shares of common stock of the par value of \$10.00 each.

B. W. Strickland has been appointed Vice-President and Branch Loan Supervisor of First Western Bank & Trust Company, Los Angeles, Calif. according to Mont E. McMillen, Chairman of the Board.

Formerly a Director and Vice-President of the Marine National Bank of Erie in Erie, Pa., Mr. Strickland will make his headquarters in First Western Bank's Administrative offices in Los Angeles.

Maurice H. Stans was elected a Director of the First National Bank of Oregon, Portland, Ore. to take the place of Oscar H. Keller, who resigned.

The Royal Bank of Canada, Montreal, Can., announced Sept. 8 the appointment of C. A. Grant as the Bank's special representative in Los Angeles, Calif., a newly-created post designed to serve banks, clients and other connections in California. Mr. Grant is located at 510 West 6th St., Los Angeles.

**Powell, Kistler to Admit**  
FAYETTEVILLE, N. C.—Powell, Kistler & Co., 110 Old Street, members of the New York Stock Exchange, on Oct. 1 will admit Andrew M. Kistler II to limited partnership in the firm.

**New Haupt Office**  
BEVERLY HILLS, Calif.—Ira Haupt & Co. has opened a branch office at 242 North Canon Drive under the management of William W. Blatner.

## Am. Finance Conf. 28th Convention

CHICAGO, Ill. — Gov. Nelson A. Rockefeller of New York and Sen. Estes Kefauver of Tennessee will be featured speakers at the 28th annual convention of the American Finance Conference, to be held Oct. 25-27 in New York.

The featured speakers will address the convention at luncheon on successive days, Gov. Rockefeller on Thursday, Oct. 26, and Sen. Kefauver on Friday, Oct. 27. Their subjects will be announced later.

Sen. Kefauver, Chairman of the Senate Antitrust and Monopoly Subcommittee, is sponsor of a bill to prohibit automobile manufacturers from owning sales finance and insurance subsidiaries. The bill is similar to H. R. 71, which the House Antitrust Subcommittee recently approved.

The AFC is the national association of independent sales finance companies, which provide instalment credit through dealers for automobiles, furniture, appliances, mobile homes, boats and other goods, will hold panel discussions at the convention on various management and operations subjects. All sessions will be held at the Waldorf-Astoria Hotel.

John E. Murdock, President, Murdock Acceptance Corp., Memphis, Tenn., will preside at a discussion on specific operating problems of wide concern.

Sources of funds will be the topic of a discussion to be led by David D. Steere, President, Allied Finance Co., Dallas.

Competitive problems and diversified financing will be explored by a panel under the Chairmanship of Thomas E. Courtney, President, Northern Illinois Corp., DeKalb, Ill.

National legislation affecting sales finance companies will be the subject at a session conducted by Paul Jones, AFC's Executive Committee Chairman and President of American Security Division of ASC Corp., Marion, Ind.

The AFC will elect new officers and directors at business sessions on the opening day.

### Joins Hutton Staff

PALM SPRINGS, Calif.—Daniel Wells has joined the staff of E. F. Hutton & Co., 160 North Palm Canyon Drive. He was formerly with Shearson, Hammill & Co.

This announcement is neither an offer to sell nor a solicitation to buy any of these securities. The offering is to be made only by the Prospectus.

#### NEW ISSUE

September 8, 1961

100,000 Shares  
**TRESCO, INC.**  
Common Stock  
(Par Value 10c per Share)

Price \$5.00 per Share

Copies of the Prospectus may be obtained from the Undersigned in any State in which the undersigned may legally offer these shares in compliance with the securities laws of such State.

Amos Treat & Co., Inc.

Bruno-Lenchner, Inc.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the Offering Circular.

#### NEW ISSUE

Sept. 14, 1961

65,500 Shares  
**Jolyn Electronics Manufacturing Corp.**  
COMMON STOCK  
(Par Value \$.01 Per Share)

Offering Price: \$3.00 Per Share

Copies of the Offering Circular may be obtained from the undersigned and from such other dealers as may lawfully offer these securities in this state.

**KERNS, BENNETT & Co., INC.**

79 Wall Street

New York 5, N. Y.

HA 5-9696



# BANK AND INSURANCE STOCKS

## This Week — Bank Stocks

### SEATTLE FIRST NATIONAL BANK

The largest bank, by far, in the State of Washington and the Pacific Northwest is the Seattle First National with deposits now approaching \$1 billion. Washington, like many Western states, permits state-wide branching. Seattle First in the postwar period has conducted an active campaign to acquire small banks throughout the state and now has 91 branches with representation in all areas with the exception of Tacoma and Everett. Present plans include the acquisition of a bank in the latter of these two cities. In the early years of this period of acquisition earnings were penalized; however, in recent years earnings have been trending upwards and now seem to reflect the advantages of this branching.

For the first six months of 1961 net operating income was off somewhat less than 5% over 1960. This compares favorably with other major commercial banks. For this period, both loans and interest costs were lower and in the first of the year the bank adopted the West Coast policy of paying interest from the date of deposit to the date of withdrawal. This would increase the cost of interest paid on time deposits.

Naturally much of the future growth of the bank depends upon the growth of the state. The State of Washington's economy has been characterized as dependent upon agriculture, lumbering, and manufacturing. Agriculturally, the state has a diversity of commodities. This development has occurred in the arid terrain east of the Cascades through irrigation and is therefore controlled. Although lumbering has been important to the state this area of economic activity has not expanded in importance in recent years; however, the use of wood in the manufacture of paper continues to expand. Manufacturing represents a smaller percentage of total employment (20% or less) than it does for the country as a whole and is dominated by Boeing. This employment has been on the rise and, with the demand for space equipment, it is doubtful that employment will fluctuate at Boeing's installations—as it has in the past.

It is also apparent that the opening of Alaska should bring about further commercial and financial development in the Seattle area. At the present time, Alaska has three major commercial banks with not one of these institutions enjoying total resources of \$100 million.

The following statistics indicate the growth of the bank, which, over the past few years, is favorable as compared with other major commercial banks. The shares are now selling at 20 times estimated earnings. It is interesting to note that this multiple has increased less than earnings per share over the past five years.

Seattle First National Bank					
Current Price (bid)	Dividend	Yield	Net Oper. Earn./Share (Est. 1961)	P/E Ratio	
\$79	\$1.70	2.15%	\$3.85	20.5x	
Percent increase over the period 1956-61					
115%	41.5%		55.0	43.0	
GROWTH (in thousands)					
Year End	Deposits	Capital Funds Excluding Reserves	Capital Funds as % of Deposits	Cash Dividends Declared	Payout
1960	\$918,566	\$79,108	8.6	\$4,125	42.6
1959	921,379	74,399	8.1	3,575	42.4
1958	882,470	70,844	8.0	3,200	43.1
1957	832,136	67,919	8.2	3,000	45.9
1956	840,722	65,507	7.8	3,000	49.0
PER SHARE FIGURES*					
Year	Net Operating Earnings	Cash Dividends Declared	Book Value		
1960	\$3.87	\$1.65	\$31.64		
1959	3.38	1.43	29.76		
1958	2.97	1.28	28.34		
1957	2.61	1.20	27.17		
1956	2.49	1.20	26.20		

\*Reflecting stock splits.

### Mitchum, Jones Adds

LOS ANGELES, Calif.—Lee Austin Andrews has been added to the staff of Mitchum, Jones & Templeton, 650 South Spring St.,

members of the New York and Pacific Coast Stock Exchanges. Mr. Andrews was previously with Merrill Lynch, Pierce, Fenner & Smith Inc.

### NATIONAL AND GRINDLAYS BANK LIMITED

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London Branches

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13 ST. JAMES'S SQUARE, S.W.1

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## Japanese Industry Profits Leveling-Off

By Louise Nyholm

Economic observer notes Japanese companies are encountering "profits squeeze" in face of continuing growth in sales volume. Expects April-September earnings to show lowest rate of increase in three years. Avers greatest pressure on profits is felt by food, construction, coal and petroleum industries, owing to intensified competition, higher wages and increased costs.

Based on published and other reports compiled by the Fuji Bank, Japan's major companies will show profits up 8.3% and sales up 11.3% for the past six months, when they close their September accounts, Mr. Rikuro Takahashi, the bank's New York Agent, predicted in an interview.

Mr. Takahashi, who heads the local agency of Japan's largest commercial bank, disclosed that the expected rate of increase in company profits would be the lowest for any six-month period in the past three years.

"In a survey of over 300 major companies whose stock is traded on the Tokyo Stock Exchange and which close their accounts semi-annually, in March and September," Mr. Takahashi continued, "sales volume is maintaining an increase rate of nearly 12% but the slower increase for profits indicates a certain readjustment in business trends."

"Although the rubber, iron and steel and other metal industries will probably post big profit increases next month, the oil and coal industries will undoubtedly report declining profits, as will foodstuffs and construction."

"On an overall average, the ratio of profits to sales will show only a very slight decline. Ratio of profits to paid-in capital, however, will drop about 3% from last term, due largely to an increase in paid-in capital. Dividends will probably rise to slightly above 12% from last March's figure of 11.9%."

Discussing the present profit picture for Japanese industry, Mr. Takahashi made these points:

"(1) Competition is intensifying due to excessive production, particularly in the petroleum industry. Other industries similarly affected are manufacturers of bicycles, textiles, synthetic resin, stainless ware, soda and special steels."

"(2) Higher wages in industries where productivity remains low or where union influence is strong are forcing up costs. This is noticeable in the coal industry, whose productivity has failed to keep pace with wage boosts. Similar conditions exist for nonferrous metals, textiles, special steels and construction."

"(3) Higher railway freight rates have increased costs for paper, pulp, coal and cement."

"(4) A reduction in the depreciation period for fixed assets will require higher amortization rates. While this will not affect the iron and steel and heavy electrical industries, whose profit picture is good, it will have a serious effect in other fields, particularly petroleum, where profits have not matched increased plant investment."

"(5) Industries in which profits continue high, due to increased consumption, expanded plant investment and/or heavier imports include precision machinery, especially cameras and automobiles, synthetic cleaning materials, dairy products, pharmaceuticals, automated machinery and such items as construction equipment, tubes and piping."

## Automatic Data Processing, Inc. Common Offered

Offering of 100,000 common shares of Automatic Data Processing, Inc. at \$3 per share is being made by Golkin, Bomback & Co.; Oppenheimer & Co. and Bruno-Lenchner, Inc. The offering marks the first public sale of the company's common stock.

Of the total number of shares offered, 50,000 shares are being sold for the company and 50,000 shares for the accounts of Henry Taub, President, and Joseph Taub, Secretary-Treasurer, of the company. Following the sale, Henry Taub will own 139,250 shares, or 33.8% of the outstanding common shares, and Joseph Taub will hold 125,750 shares, or 30.5%.

Net proceeds from the sale of its 50,000 shares of stock will be used by the company to construct a dust-free, dehumidified, constant temperature room in its plant to house the "1401" IBM Data Processing System now on order; to cover costs of training personnel to develop new applications for the "1401" system and to program such applications; and the

remainder of the proceeds will be added to working capital.

The company, based in East Paterson, N. J., is engaged in the electronic data processing service business. At present, the principal activity of the company is the preparation of payrolls. It also offers several other general data processing services, including the preparation of business statistical reports; tabulation of research questionnaires; preparation of client cost analyses for accounting firms; compilation of bowling league statistics; and the performance of individual operations such as calculating, tabulating, tape converting, key punching and sorting for businesses which have their own data processing equipment but require outside aid in periods of high load.

### NOTICE OF NAMES OF PERSONS APPEARING AS OWNERS OF CERTAIN UNCLAIMED PROPERTY

held by

### THE ROYAL BANK OF CANADA

68 William Street

New York 5, N. Y.

The persons whose names and last known addresses are set forth below appear from the records of the above-named banking organization to be entitled to unclaimed property in amounts of twenty-five dollars or more.

### AMOUNTS DUE ON DEPOSITS

Anez, Mr. Jose Luis, Avenida Los Pinos 45, La Florida, Caracas, Venezuela.  
Ban, Mr. Americano, Rua Duvidier 86, Apto. 31, Rio de Janeiro, Brazil.  
Benbassat, Mr. Nissim, 2 bis Ave. des Alpes, Lausanne, Switzerland.  
Borno-Boyer, Mde. Christian, 45 Rue Montaigne, Calais, France.  
Busse, Mrs. Simmy Kowarick Von, Rua Castro Alves 642, Sao Paulo, Brazil.  
Chevanche, Mr. Jean, Schlumberger of Latin America, Apt. Aereo 47-30, Bogota, Colombia.  
Harper, Mr. William, c/o General Sales Co. C por A Santiago de los Caballeros, Dominican Republic.  
Isack, Mr. Joseph, Tropical Articles, Port au Prince, Haiti.  
Jorgensen, Mr. Henry, J. M., Avenida Rio Branco 128, Sala 1105, Rio de Janeiro, Brazil.  
Krog, Mr. Kjell, c/o Cia American Smelting Boliviana, S.A. Casilla No. 901, La Paz, Bolivia.  
Lage, Mr. Henrique, Avenida Marcehal Camara 350-40-S/405 Rio de Janeiro, Brazil.  
Laundree, Mr. W. J., c/o Montmorency Paper Company, 400 Madison Ave., New York.  
(Louriero, Mr. Manuel &/or) (Benimeli Breso, Felisa), Paseo 307 entre 13/15, Vedado, Havana, Cuba.  
Molina Diaz, Mr. Hector, Apto. 2700, Lima, Peru.  
Parrish, Mr. R. H., c/o The Royal Bank of Canada, Bogota, Colombia.  
Piedra Perez, Mrs. Concepcion, Apto. 1965, Havana, Cuba.  
(Plate, Mr. Oscar &/or) (Plate, Mr. Diego), Balcarce 474, Buenos Aires, Argentina.  
Rene, Mr. Stig, Madrid, 551, Miraflores, Peru.  
Weitzner, Mr. Jonas, Calle Treinta y Tres 1420, Escriitorio 26, Montevideo, Uruguay.  
Welfar, Mr. Edward, c/o Lago Shipping Oil Co., San Nicolas, Aruba, N. W. I.  
Werner, Mr. J. Robert, 201 25 de Mayo, Buenos Aires, Argentina.

### AMOUNTS HELD OR OWING FOR THE PAYMENT OF NEGOTIABLE INSTRUMENTS OR CERTIFIED CHECKS

Atchison, D. W. Mrs., 3700 Nashville St., El Paso, Texas.  
Dayton Rubber Export Corp., 38 Pearl Street, New York City.  
De Baquet, Mrs. Emma M., Address Unknown.  
De La Campa, Albert, Address Unknown.  
(Diaz, Alfredo), Address Unknown.  
(Burk, C. F.), Apt. 18, 1-A Elm Grove Ave., Toronto 3, Ontario.  
Echevarria, Robert Mrs., Address Unknown.  
Fraser Morris Co., Inc., Address Unknown.  
Gaguassa, Margorid, Miss, Natick, Mass.  
A. Maudel & Cia., Address Unknown.  
Mc Quay Norris Mfg. Co., 38 Pearl Street, New York.  
Riefkohl, Frank E., Address Unknown.  
Ryab, Eric J. Dr., Address Unknown.  
Silver, Albert A., c/o Atlas Shirt Co., 200 Fifth Ave., N. Y. C.  
(Skryline Air Forwarders), Address Unknown.  
(Valls Rius, Manuel), Apto. Nacional 672, Bogota, Colombia.  
Snyder, Mildred I., Address Unknown.  
Spits, Beate, Mrs., 340 East 20th Street, New York.  
Steward, Dorothy, Miss, Address Unknown.  
Stroll, Harold E., (Wayne County Treasurer), Address Unknown.  
W. D. Blood & Co., Address Unknown.

A report of unclaimed property has been made to the State Comptroller pursuant to Section 301 of the Abandoned Property Law. A list of the names contained in such notice is on file and open to public inspection at the office of the bank, located at 68 William Street, in the City of New York, New York, where such abandoned property is payable.

Such abandoned property will be paid on or before October 31st next to persons establishing to its satisfaction their right to receive the same.

In the succeeding November, and on or before the tenth day thereof, such unclaimed property will be paid to Arthur Levitt, the State Comptroller, and it shall thereupon cease to be liable therefor.

### NOTICE OF NAMES OF PERSONS APPEARING AS OWNERS OF CERTAIN UNCLAIMED PROPERTY

held by

### CARVER FEDERAL SAVINGS AND LOAN ASSOCIATION OF NEW YORK, NEW YORK

The persons whose names and last known addresses are set forth below appear from the records of the above-named banking organization to be entitled to unclaimed property in amounts of twenty-five dollars or more.

### AMOUNTS DUE ON DEPOSITS

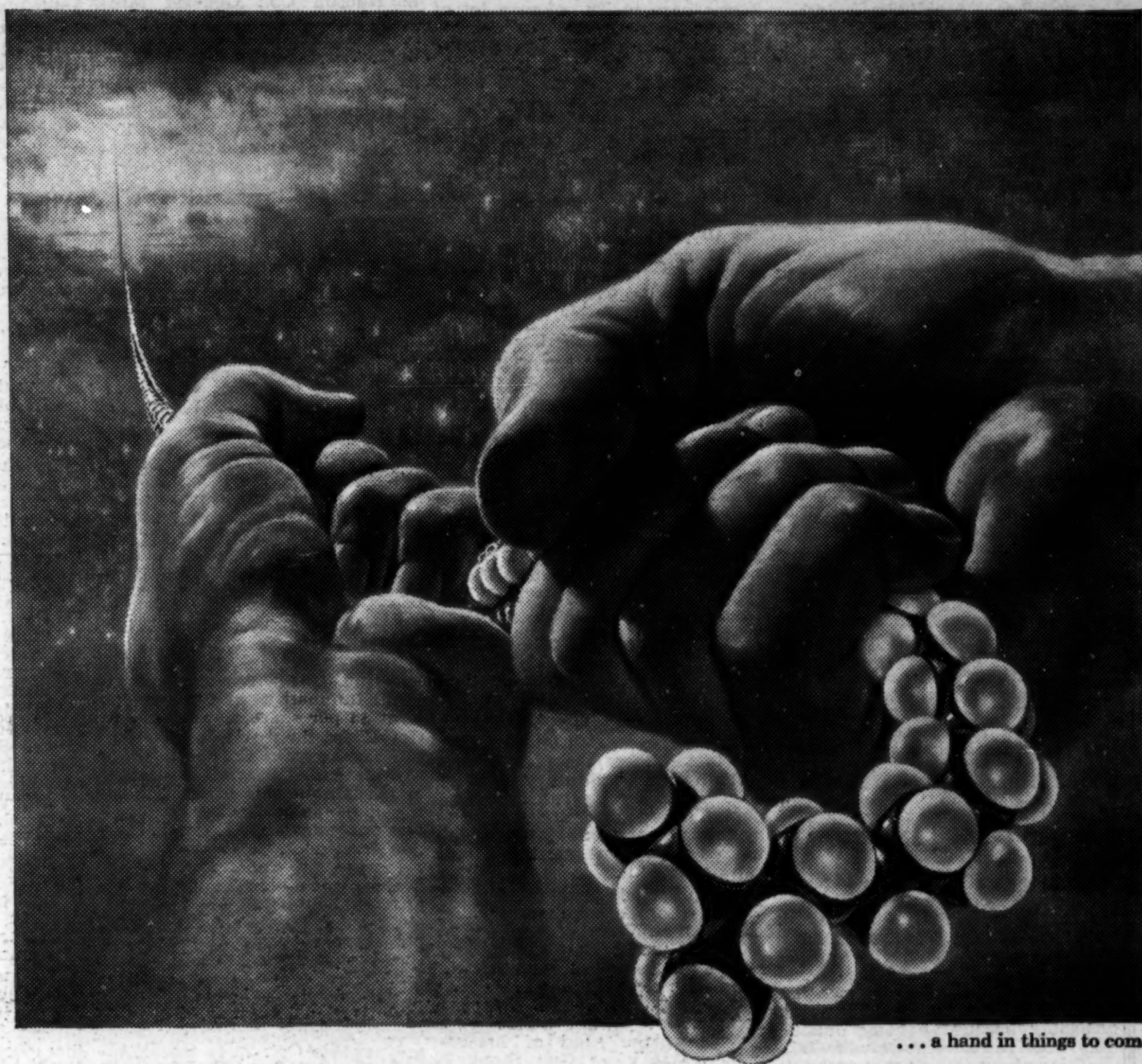
Alfred Olenik	271 West 125th Street New York, New York
Jewina Isaacs	467 Monroe Street Brooklyn, New York
Edward Corbin	245 West 127th Street New York, New York
George Finch	118 West 131st Street New York, New York
Lepicans Social Club c/o R. Kelly	7-9 East 116th Street New York 23, New York
Louise Mills	124 West 117th Street New York, New York
Africa Redemption Movement c/o Hart	279 West 114th Street New York 3, New York
Youth Division Victory Democratic Club	308 Lenox Avenue New York, New York

A report of unclaimed property has been made to the State Comptroller pursuant to Section 301 of the Abandoned Property Law. A list of the names contained in such notice is on file and open to public inspection at the principal office of the bank, located at 75 West 125th Street, in the City of New York, where such abandoned property is payable.

Such abandoned property will be paid on or before October 31st, next, to persons establishing to its satisfaction their right to receive the same.

In the succeeding November, and on or before the tenth day thereof, such unclaimed property will be paid to Arthur Levitt the State Comptroller and it shall thereupon cease to be liable therefor.





... a hand in things to come

## The long chain with no end of wonders

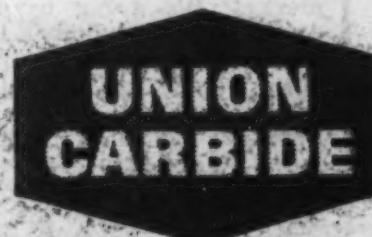
A single molecule of polyethylene is a giant chain created from several thousand basic molecules . . . and it takes billions of these giants to make a simple squeeze bottle or a child's toy! All the familiar plastics are derived from basic molecules found in common substances such as water, salt and natural gas. After years of research, scientists learned how to rearrange the molecules and link them together into long chains, bringing you a great variety of colorful, durable, adaptable materials.

Just look around you and see what the many plastics from Union Carbide offer you today . . . inexpensive flooring that puts a new touch of beauty in your home . . . paints that dry in minutes . . . "printed" circuits that simplify the wiring in your television set . . . adhesives that can even bond metal to metal . . . so many things that were unheard of before plastics came on the scene.

Scientists are still adapting plastics to new uses, molding their molecules into new forms. In working with BAKELITE Brand polyethylenes, epoxies, phenolics, styrenes, and vinyls, the people of Union Carbide are continuing the research that helps to fill your life with endless wonders.

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... a hand in things to come



## L. C. Smith With Sutro & Company

(Special to THE FINANCIAL CHRONICLE)

FRESNO, Calif.—Loren S. Smith has become associated with Sutro & Co. Mr. Smith was formerly with the Fresno office of Dean Witter & Co. and prior thereto conducted his own investment business in Fresno.

## Joins Hutton Staff

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif. — Burton M. Minuskin has joined the staff of E. F. Hutton & Co., 623 So. Spring Street. Mr. Minuskin was formerly with First California Co.

## The Dominick Fund, Inc.

A diversified closed-end  
Investment Company

### Dividend No. 151

On September 12, 1961 a dividend of 12¢ per share was declared on the capital stock of the Corporation, payable October 16, 1961 to stockholders of record September 29, 1961.

JOSEPH S. STOUT  
Vice President and Secretary

## THE

## LAZARD FUND, INC.

44 Wall St., New York 5, N. Y.

### Dividend Notice

The Board of Directors today declared a dividend of 8 cents per share on the Capital Stock of the Fund payable October 14, 1961, to stockholders of record September 18, 1961. The dividend is payable from net investment income.

L. T. MELLY  
Treasurer

September 11, 1961.



## Massachusetts Life Fund

### DIVIDEND

Massachusetts Life Fund is paying a dividend of 16 cents per share from net investment income, payable September 8, 1961 to holders of trust certificates of record at the close of business September 7, 1961.

Massachusetts Hospital Life  
Insurance Company, Trustee  
50 STATE STREET, BOSTON 9, MASS.  
Incorporated 1818

## Tri-Continental Corporation

A Diversified Closed-End  
Investment Company

Third Quarter Dividends  
Record Date September 20, 1961

30 cents a share  
on the COMMON STOCK  
Payable October 1, 1961

67½ cents a share on the  
\$2.70 PREFERRED STOCK  
Payable October 1, 1961

65 Broadway, New York 6, N. Y.

# MUTUAL FUNDS

BY JOSEPH C. POTTER

## Funds for Guys and Dolls

(The column today is done with a deep bow to the memory of Damon Runyon. But if the approach is light, the problem it highlights is serious.)

It is no minor accomplishment to get the floor at Ebbins, seeing as how nearly everybody in Our Street, next to a gin-heavy martini, likes to sound off. For a young fellow to get the floor is most rare. But Benny the Bull turns the trick every time and it's not just lung power, with which he is amply endowed, that gets him his audience.

The reason the older boys cotton to Benny the Bull, although he is not long out of the canebrakes, is his neat faculty for handicapping stocks. Benny writes a market letter that picks almost nothing but winners, so everybody is delighted to have him spout in the hope he'll drop some valuable information. Even Irving the Waiter, who can be most unhappy in the presence of a lean tipper, brightens up at sight of Benny the Bull, although it is known to one and all that Benny is several pegs below Lavish Levy when it comes to gratuities.

Benny the Bull sounding off is something to watch. He stands a goodly distance from the bar to get leverage for his hands, which he waves like a preacher down home, although there are suspicious characters who whisper that he does this to stay out of reach of Dutch the Bartender, who pushes the check at the nearest customer.

It takes only an easy gambit to set off Benny the Bull. Sometimes it's only a question like "What's good?" or "Whatta you know?" It's got to the point where Benny the Bull doesn't even pause to consider the question, like the time Smoothie Smith asked: "Howya feeling?" and got Benny the Bull on the subject of point-and-figure charts and head-and-shoulder formations. Benny the Bull might as well be talking Tagalog because nobody outside No-Nose Norton knows what he's talking about and on that occasion is hung over. And when No-Nose Norton is feeling pain, he craves quiet.

This day, however, no one hears the nature of the question, but only Benny the Bull allowing as how people from Boston to Burbank with the long green stashed away, educated by the business pages of the papers and the financial magazines, would keep coming into the stock market. Rolling his eyes like he is looking for the next plateau of the Dow industrials, Benny the Bull is saying: "More people with more money and more education are going to want a share of the market. It's going to grow and grow until everybody's in it."

Now, this does not sit so well with Wee Willie Wrinkle, a long drink of water who comes by his moniker because he has more folds in his skin than a tobacco pouch. We Willie's wrinkles are rumored to go back to the Great Crash, although a few unkind souls insist it's a case of too little vittles and too many martinis.

Wee Willie lets Benny the Bull finish his charge. Then there's no stopping the old fellow, who is always heard out with respect seeing as he was around when the old Curb Exchange operated out of doors and some even whisper he joined old Col. Vanderbilt in pursuit of Jim Fisk when that nimble operator moved the Erie across the Hudson.

"Maybe I'm getting too old," Wee Willie is saying, "but I don't want to be around here the day everybody is playing the market. I was here in '29, when a lot of fellows went to the cleaners. A lot of them should never have been here in the first place, but that didn't stop a bunch of Know Nothings down in Washington from blaming the Street for public ignorance and greed."

Wee Willie, his Adam's apple bobbing among the wrinkles in his neck like a ball lost in the outfield, was only warming to the subject:

"At least in those days we could say: 'Well, nobody sent for you.' But now a lot of folks down here is asking the public to come in. Well, I don't want cookie-jar customers and fellows who've just discovered something in the papers besides sports pages and funnies. The only way you're going to keep those people happy is by making a fresh buck for them at swift intervals. So they'll be encouraged to gamble and if they lose their stake, the screams will be something fierce."

"What have you got against people's capitalism?" says Benny the Bull none too gently.

"Not a thing," says Wee Willie snappishly. "Let them get into the market, but let them do it through mutual funds. Not many of us are geared to handle the small fry. The fellow who sells mutual funds, if he has any sense of decency at all, has to tell them they can't get rich quick. He's got to tell them the facts of life—it's a case of steady growth of investment through a diversified portfolio under professional management. That should keep off the boards a lot of people this Street can do without."

Well, it winds up as usual when Wee Willie takes the floor, which is not often. Nobody talks back to a Chinese uncle. But on this occasion it's a lot more than respect for a wise old gent who looks like a brooding bloodhound. What it boils down to is that the members frown on the kind of hanky-panky that gives Our Street a black eye. And what Fats Leahy is saying sums up their sentiment:

"There's over \$20 billion in mutual funds. Most of the seed money came from little people who wouldn't know a balance sheet from a bear raid. And the funds made it grow. I shudder to think what would have happened to some of the small fry if they had gone it alone."

## The Funds Report

Guardian Mutual Fund, Inc. reports that at Aug. 31, marking the first 10 months of the fiscal year, net assets were \$15,558,082, or \$23.36 per share. At the close of the last fiscal year assets were \$9,018,414, equal to \$18.58 a share.

Heritage Securities, Inc., of Columbus, has been named exclusive national underwriter of Concord Fund, Inc. In a joint announcement, Waddill Catchings, President of Concord Fund, and George S. Hough, President of Heritage Securities, said Heritage has been chosen to succeed A. C. Allyn & Co. Heritage is an associate company of the Nationwide Insurance group.

Net assets of Incorporated Income Fund reached a quarter-end high of \$120,773,406 on July 31, according to the third-quarter report. Per share net asset value rose to \$9.74 from \$9.07 a year earlier. During the quarter the fund

added to its portfolio share in American Can, Denver & Rio Grande Western Railroad, E. I. du Pont de Nemours & Co., Mead Corp. and United Aircraft. It increased its position in Ford, Halliburton, Northern Pacific, Union Pacific and Worthington.

Holdings in American Bakeries Co. and KLM Royal Dutch Airlines were decreased and the following were among securities eliminated: Chicago, Rock Island & Pacific Railroad Co.; Delaware & Hudson Co.; General Mills; General Outdoor Advertising Co.; Kern County Land Co., and Seaboard Air Line Railroad.

The trustee has declared a stock distribution to the holders of Keystone Growth Fund, Series K-2, consisting of two shares of Series K-2 for each share of this series outstanding on Sept. 30. This distribution, in effect, "splits" the present K-2 share on a three-for-one basis and will be reflected in sales price and liquidation value beginning on the first business day of October.

Niagara Share Corp. reports that at Aug. 31 net assets amounted to \$68,825,252, equal to \$25.47 per share. This compares with year-earlier assets of \$61,754,192, or \$22.85 a share.

Puritan Fund of Boston reports net assets totaled \$108,858,020, or \$8.49 per share, at July 31, close of the fiscal year. Net assets at the end of the previous year were \$75,479,499, equal to \$7.61 a share.

The company reports new positions in American Commercial Barge Line, General Motors, Lucky Friday Silver-Lead Mines and Minnesota & Ontario Paper. Holdings of Pure Oil, Falstaff Brewing, Cuban Electric and Atlantic Refining were eliminated.

Consolidated earnings of Wellington Management Co. for the nine months ended July 31, increased to 91 cents per share from 68 cents for the comparable 1960 period; it was announced by Walter L. Morgan, President.

Morgan also announced that the board of directors has declared a quarterly dividend of 17½ cents and a special dividend of 2½ cents per share to bring dividends for the first three quarters of the 1961 fiscal year to 52½ cents, compared with 42½ cents for the same period last year. Both the quarterly and special dividends are payable Oct. 12 to stockholders of record Sept. 25.

In reporting the company's figure, Morgan noted that earnings for the third fiscal quarter of 1961 totaled 33 cents per share. This compares with 31 cents in the previous quarter and 23 cents for the comparable period a year ago.

## New York State School of Banking

The School of Banking of the New York State Bankers Association has launched its fall session at West Point with the opening of the



Albert L. Muench

Bankers Institute for Consumer Credit Management, it was announced by Albert L. Muench, Executive Vice-President. The institute is being held at the U. S. Hotel Thayer, Sept. 10 to 22, 1961. Addressing a record enrollment of 60 banker students, Mr. Muench noted that instalment credit which it currently being extended by all lenders at an annual rate of \$52 billion has much to do with firing the furnaces of industry, keeping millions of people employed and

bringing both the necessities and luxuries of life within the reach of everyone.

Outlining the scope and range of the two weeks of intensive instruction and in setting the tone of the school, Mr. Muench noted that instalment credit in amount, in purpose, and in form is undergoing rapid and constant change. New laws, rules and regulations are making this activity more complex than ever before. It is no longer enough, Mr. Muench said, just to be familiar with the personal loan law. Today bankers must be familiar with the entire commercial code.

The course at the Bankers Institute for Consumer Credit Management, Mr. Muench said, is directed at: first, an understanding of the instalment credit operation—from the statute to the loan; second, an understanding of the various forms of such credit; third, an understanding of the market; and fourth, an understanding of the merchandising principles and promotional techniques of this service.

Students are familiarized with both the technical and operational sides of instalment credit to the end that commercial banks may profitably compete and render this service on the broadest basis with the maximum of prudence.

Instalment credit wisely used, Mr. Muench observed, is a mainstay for economic progress and prosperity. Through the Bankers Institute for Consumer Credit Management, the Association is striving to foster greater economic activity through the use of bank credit.

Under Mr. Muench's guidance the New York State Bankers Association's comprehensive School of Banking offers programs for all levels of management, for supervisors and for specialists. They are conducted to help individual banks increase the effectiveness of their manpower. For instance, in the next few weeks the Association has scheduled the following educational activities.

On Friday, Sept. 22 a special one-day Investment Seminar is being held at the Hotel Commodore in New York City dealing with the money market and the investment field.

On Oct. 8-20 the Association will hold another two-week resident activity—the Bankers Institute for Public Relations and Business Development at West Point. Its purpose is to assist banks in the planning and carrying out of programs to increase deposits, expand loans, and improve services.

The School of Banking's full educational schedule covering the 13 resident institutes and specialized programs for the coming year is expected to be announced shortly.

## DIVIDEND SHARES

is a mutual investment fund of diversified common stocks selected for investment quality and income possibilities. See your investment dealer for free booklet-prospectus, or mail this ad to

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Established 1894

ONE WALL STREET, NEW YORK 5

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Address \_\_\_\_\_



# What's ahead for Chrysler?

The people in charge talk briefly about what they are doing

Suppose somebody put you in charge of America's seventh largest industrial company in sales with assets of one billion, 369 million dollars and said:

"You have more than 82,000 people working for the company.

"You have 86,000 stockholders.

"You have more than 6,000 dealers who sold more than three billion dollars' worth of cars and trucks in 1960.

"You do business with more than 12,000 other companies.

"And remember what you owe to the people who own the more than 11 million Chrysler-built cars and trucks now on the road in the U. S. alone.

"You're in charge. Fix what's wrong, keep what's right, and move ahead."

That's the job they gave us and that's what we intend to do...

**"Fix what's wrong,  
keep what's right,  
and move ahead"**

With the cars we have for '62, and by keeping our eye on these objectives, we are confident we will move ahead rapidly.

1. We plan to make it necessary for every automobile buyer once again to "look at all three." This can be accomplished only by offering cars with something extra in every price class. This we are doing!

2. In addition to offering cars with something extra in every price class, we will continue to offer the best built cars in every price class. To accomplish this, we have tightened up our already rigorous quality control program. You'll see the results in our 1962 cars on display September 28.

3. We are dedicated to turning out cars that will give you peak performance, that will handle gas as though it were rationed, and will require a minimum of attention and expense. We're doing it now, and we're going to do even better.

4. Chrysler Corporation has the best engineers in the business. It is our job to see that their best ideas go into our cars.

In accomplishing these four basic objectives, we will offer you cars in every price class that give you the most for your dollar when you buy them and the most for your dollar at trade-in time.

The people at  
**Chrysler Corporation**

Where engineering puts something extra into every car

PLYMOUTH • VALIANT • DODGE • DART • LANCER • CHRYSLER • IMPERIAL • DODGE TRUCKS  
SIMCA CARS • MOPAR • REDSTONE • JUPITER • AIRTEMP • AMPLEX • CYCLEWELD • MARINE AND INDUSTRIAL ENGINES



## AS WE SEE IT Continued from page 1

leaders, a fallacy either expressly stated or plainly implied, is the theory that so long as prices remain relatively stable on the average all is well with the economy, or at least so far as inflationary changes are concerned.

However, it never seems to occur to these articulate gentlemen that if, for example, the steel companies could (as the wisacres in Washington assert) absorb wage increases now about to take effect without raising prices, they could reduce prices were such raises not to occur and that competition, if given full sway, would force such reduction. In such circumstances, not only the workers in the steel industry, but all other consumers of steel or steel products (which include us all) would be the gainers, and the steel industry too, for that matter, by reason of the gain in demand for its products.

Precisely the same reasoning and the same conclusion would apply to the innumerable other instances where wage-price relationships are forcing higher prices or preventing lower prices — and doing so without all the fanfare surrounding the steel and motor industries.

### A Third Misconception

A third misconception, and one which is heard every day of the week, so to say, is the notion that inflation, or similar misfortunes can hardly become our lot so long as there are substantial amounts of "unused capacity" in industry. Such reasoning completely ignores the fact that such unused capacity may be, and usually is, the less efficient plants and equipment, and that to bring it into production would almost certainly raise costs appreciably or even quite substantially. But there is an even more fundamental weakness in this favorite argument. The idea seems to be that if and when more goods are brought to market prices can hardly be pushed up—since, so it seems to be supposed, the same number of dollars are now "chasing more goods." The trouble is that a vital fact in the process is completely overlooked. That fact is that the production of more goods enlarges the number of dollars available to purchase goods. That enlargement is in the long run equal to the cost of the production and distribution of the goods or services in question.

### Non-Money Supply Factors

This increase in purchasing power may or may not originate in enlargement of the "money supply" about which we hear so much in this day and time—meaning, of course, simply an enlargement of the

total volume of credit issued and outstanding. Additional funds may, and often do arise simply from greater intensification of the use of the credit volume already in the hands of the public—what is technically known as the velocity of turnover of deposits and currency outstanding outside the banks. Thus it is quite possible to bring forces into being that will have a

powerful influence upon the price structure without doing anything at all to the volume of "money" outstanding.

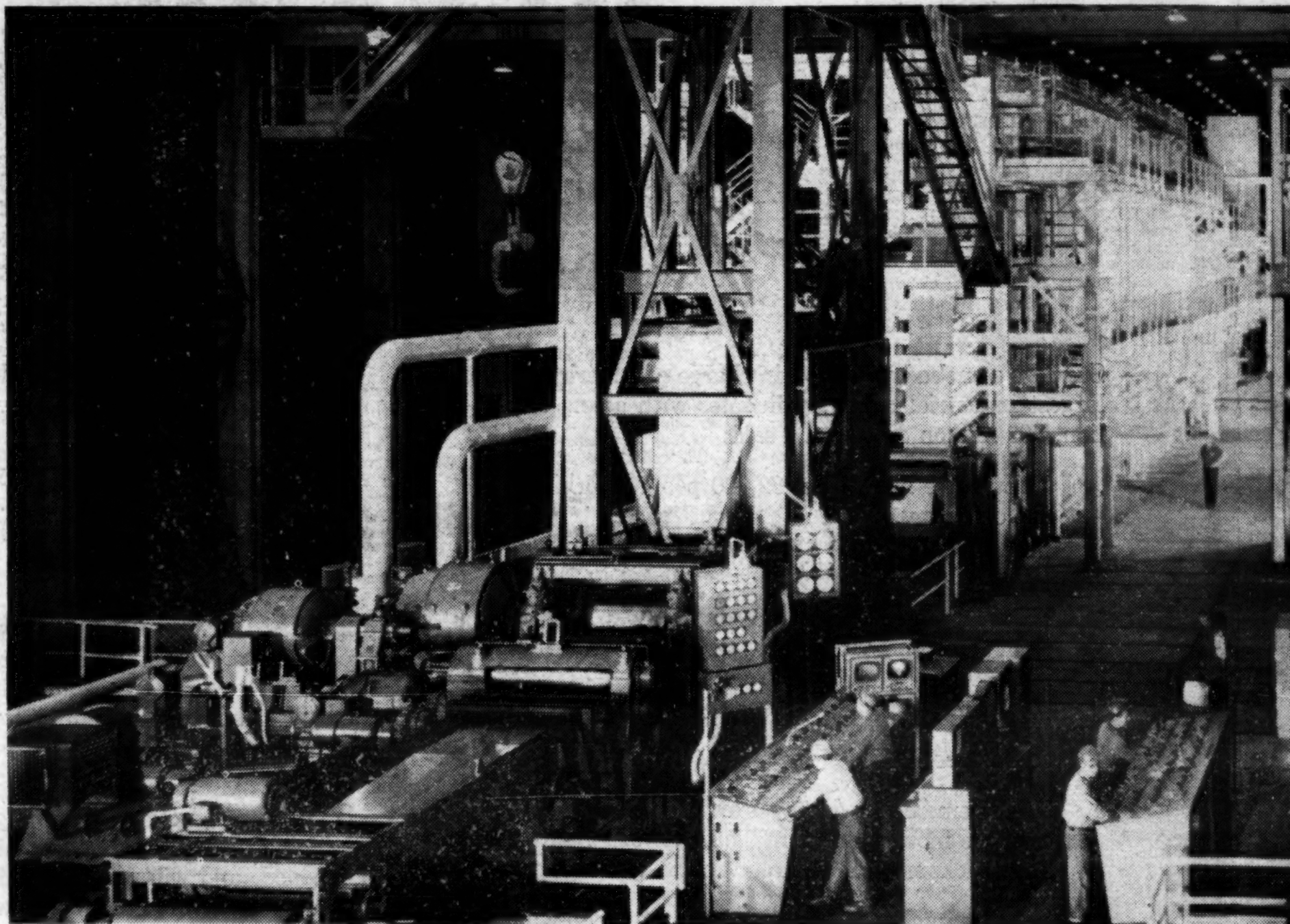
We also are inclined to lean too heavily upon averages in dealing with prices and changes in prices. Our indexes are highly complex and often devious estimates, and in consequence must be taken subject to a substantial margin of error. What is of much more concern here, however, is the matter of which prices have done what. The econo-

my is full of the sort of "cornhog ratios" of which we heard a good deal some years ago. That is the profitability or even the viability of various branches of industry depends upon the inter-relationships among the prices of individual commodities or groups of commodities as much, if not more, than upon the general level of prices. These inter-relationships are obscured and often completely hidden in the price indexes as ordinarily pub-

lished. The ordinary man who wishes to form his own judgment about the wholesomeness of the price structure and changes that take place in it must take this fact into consideration at all times.

### Deficits Undesirable

It likewise seems almost universally to be taken for granted that Federal deficits which are met either by higher taxes or are financed out of genuine savings are not likely to be harmful. It is a



## NATIONAL STEEL'S WEIRTON DIVISION

You're looking at Weirton Steel's new continuous cleaning and annealing line. This line, able to handle 2,000 feet of strip steel a minute, is among a host of strategic improvements now operative at this major National Steel division. Combined result: the fastest flow of the finest tin plate, galvanized and cold-rolled sheets ever produced by this quality steelmaker.

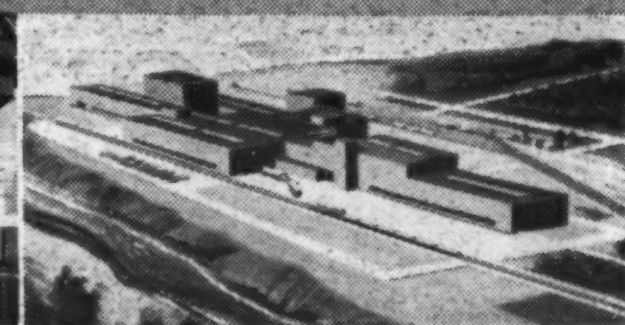
Weirton's new and improved facilities bolster practically every phase of production. Example: daily oxygen supply more than doubled

through a new large-scale dual oxygen plant. Example: a big boost in blast furnace production and efficiency from an increase in hearth diameter, greater stove capacity and automatic stove change-over equipment. Example: faster output of tin plate in coils through a new 4,000-foot-per-minute side trimming line. Example: greater speed in the production of cold-rolled steel through a new four-stand tandem cold reduction mill. Example: even more capacity for making tin plate through two new electrolytic tin-plating lines.

### FIVE OTHER MAJOR STEPS TO FURTHER PROGRESS



AT GREAT LAKES STEEL in Detroit, the computer-controlled and operated 80" Mill of the Future—fastest, most powerful hot-strip mill in the world—is providing more and better automobile body sheets.



AT MIDWEST STEEL near Chicago, the most modern and efficient steel finishing plant in existence will provide industry with the finest quality tin plate, galvanized sheets, hot- and cold-rolled sheets.



fact that deficits that do not get directly or indirectly into the banking system — and there are ways in which the banks may be called upon to do about the equivalent of investing in Federal deficits without actually doing so — are not in the ordinary sense inflationary in that they do not increase the "money supply" or the funds available for the purchase of current production. We must not forget, though, that funds taken in by the Treasury in such

"non-inflationary" fashion are used to draw materials and manpower away from normal economic activity.

There are many other specious arguments employed to defend faulty public policy. Let us beware them all.

#### Now Page Investors

PLAINVIEW, N. Y. — The firm name of Banner Investment Planning Co., 2 Malton Road, has been changed to Page Investors Corp. Arthur Lenowitz is a principal of the firm which maintains a branch office in Hicksville.

### Tresco, Inc. Stock Offered

Amos Treat & Co., Inc. and Bruno-Lenchner, Inc. are offering 100,000 common shares of Tresco, Inc. at \$5 per share. The offering marks the initial public sale of the company's common stock.

Net proceeds from the financing will be used by the company to retire a bank loan; to provide initial capital for the operation of a newly-formed subsidiary and to accelerate research and development of certain new products.

The balance of the proceeds will be added to working capital and used for general corporate purposes.

The company, with headquarters in Philadelphia, Pa., is engaged in the manufacture of specially designed and engineered transformers and inductors which are used as components for various types of electronic equipment. The company's wholly-owned subsidiary has been organized for the purpose of establishing manufacturing facilities capable of producing transformers in large quantities.

### Western Union Rights Offering To Stockholders

Western Union Telegraph Co. is sending to its shareholders warrants evidencing rights to subscribe to 1,069,451 shares of its common stock at \$40 a share. Shareholders may subscribe for the additional stock at the rate of one new share for each six shares held of record Sept. 8. The subscription rights expire at 3:30 p.m., EDT, on Sept. 25, 1961.

The offering is being underwritten by a nationwide group of 123 investment firms headed by Kuhn, Loeb & Co. and Lehman Brothers.

This financing is part of an overall plan to provide for Western Union's record expansion program, which calls for gross capital expenditures of \$224,000,000 in the 1961-1962 period, and will involve gross additions to physical plant, in 1961 to 1964 inclusive, of approximately \$350,000,000.

The program includes the transcontinental microwave beam system already under construction, the direct dial customer-to-customer Telex service initiated in 1958 and now being widely expanded, the Comlognet (Combat Logistics Network) nationwide data system for the U. S. Air Force, and the installation of other new facilities and equipment to meet the expanding needs of business and government for telecommunications services.

### Phila. Bond Club Field Day Outing

PHILADELPHIA, Pa. — Elaborate plans for the 36th Annual Field Day Outing of The Bond Club of Philadelphia have been finalized, George deB. Bell of Drexel & Co., and Field Day Chairman, has announced.

All athletic activities, including golf, tennis, putting, bowling on the green and horse-shoe pitching, will be held during the morning and concluded before luncheon.

Mr. Bell promises members and their guests "quite a few pleasant surprises" during the luncheon.

The Outing will be held at Philmont Country Club, Philmont, Pa., Sept. 29.

### Tinsley Labs. Stock Offered

Public offering of 100,000 common shares of Tinsley Laboratories, Inc. is being made by Troster, Singer & Co. at \$3 a share.

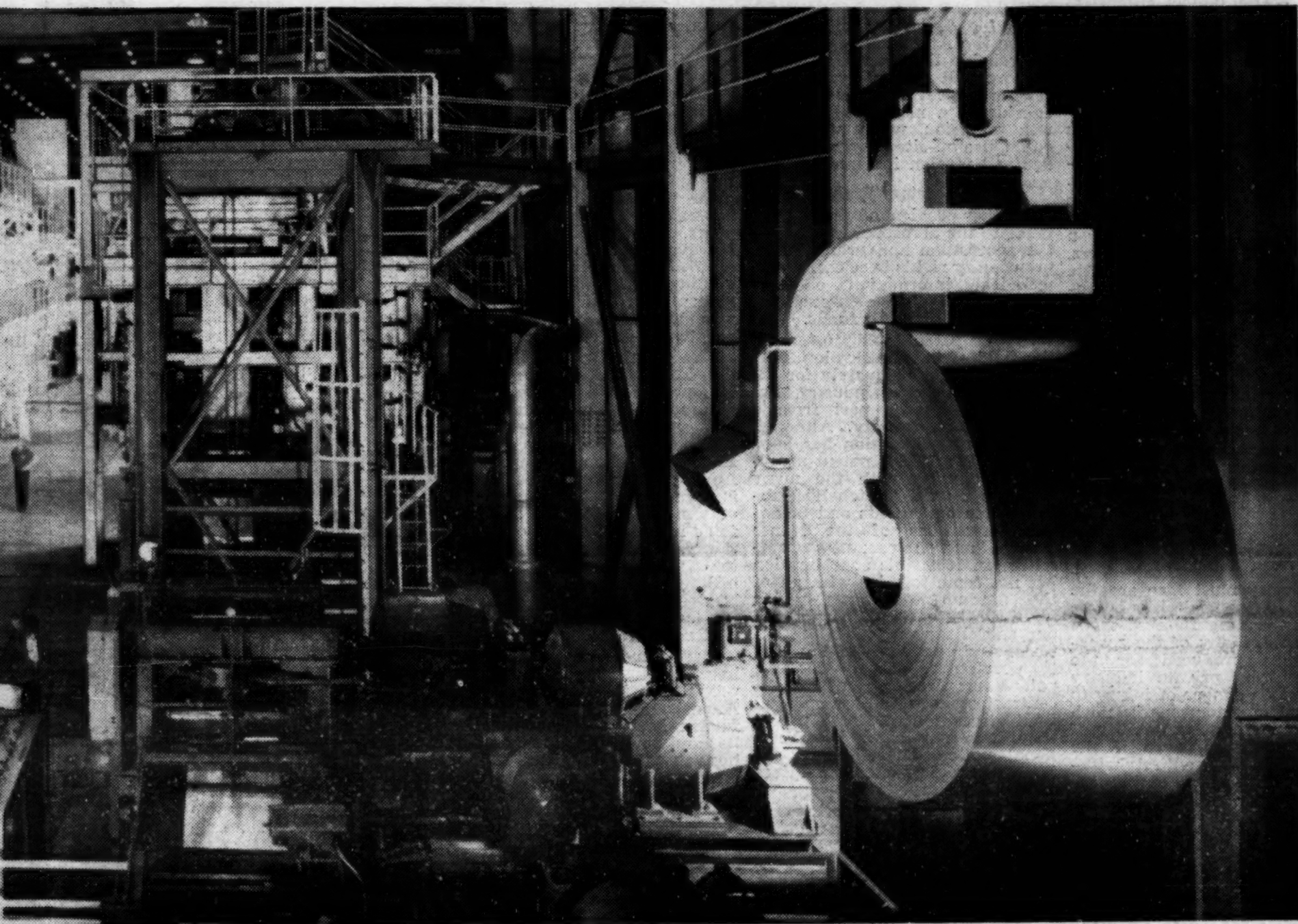
Proceeds will be used to repay loans of \$129,455, for purchase of new equipment and for working capital.

The company with offices in Berkeley, Calif., makes precision optical components and optical instruments. It has recently formed a basic electronic group.

For the year ended March 31, 1961 sales and other income was \$442,472 compared with \$383,869 the preceding year. For the latest year there was a small net loss of \$559 compared with net earnings of \$48,198.

### Groner-Youngerman Investment Co.

MIAMI, Fla. — Groner-Youngerman Investment Co., Inc. has been formed with offices in the Pan American Bank Building to engage in a securities business. Officers are William H. Groner, President and Treasurer; Alexander Youngerman, Vice-President and Secretary; and Hubert S. Copeland, Sr., Vice-President.



## FLEXES NEW STEELMAKING MUSCLES

Yet Weirton's greater steelmaking capability is just one accomplishment in a program of expansion and improvement in which we are investing well over \$300,000,000. This program means more than a better supply of the highest, most uniform quality of steel for our customers.

It means more secure jobs for our employees and better values for you, the ultimate consumer of the million and one products made of steel. Other phases of this program will swing into action soon. And we will be bringing you news about them too.



**NATIONAL STEEL CORPORATION, PITTSBURGH, PA.**

SUBSIDIARIES AND DIVISIONS:

GREAT LAKES STEEL • WEIRTON STEEL • MIDWEST STEEL • STRAN-STEEL • ENAMELSTRIP • HANNA FURNACE • NATIONAL STEEL PRODUCTS



**AT STRAN-STEEL** in Terre Haute, new finishing-line facilities are boosting quality and output of popular color-coated steel panels for Stran-Steel's handsome new line of contemporary pre-engineered buildings.

**NEW RESEARCH CENTER** at Weirton, W. Va., will be National Steel headquarters for the continuing exploration of new and better raw materials, facilities, manufacturing processes and products of steel.

**NEW BASIC-OXYGEN FURNACES** at Great Lakes Steel. Construction will start in 1961 on two basic oxygen furnaces — the largest ever built — which will add new capacity and greater efficiency.



# Congress and the Dynamic Aerospace Business

Continued from page 1

later the Chairman of the House Commerce Committee, Rep. Oren Harris (D.-Ark.), warned FCC Chairman Minow and other administration spokesmen, who testified at hearings on the space communications program formulated by Vice-President Johnson's National Space Council: "It is for the Congress to decide whether to go along with the program as developed or whether to insist on particular changes."

Detailed investigations of communication satellite problems were conducted by the House Interstate and Foreign Commerce Committee and by the Communications Subcommittee of the Senate Commerce Committee.

On Aug. 3, 1961, the House passed a bill to amend the Communications Act of 1934 to facilitate the prompt and orderly conduct of the business of the FCC and to facilitate, among other things, the consideration of the complicated problems of space communications. On Aug. 22, after a conference of leaders of the House and Senate Government Operations Committees, the Senate cleared the bill for the Presidential signature.

On Aug. 1, 1961, the Subcommittee on Communications of the Senate Commerce Committee started hearings on a joint resolution to establish a commission to study the organization of the FCC and the manner in which the electromagnetic spectrum is allocated in the Federal Agencies in order better to coordinate allocations for space communications.

On Aug. 9, 1961, the House Science and Astronautics Committee resumed its hearings of May and July on communication satellite problems. On Aug. 2-4 and 9-10, the Subcommittee on Monopoly of the Senate Select Committee on Small Business held hearings specifically directed toward the anti-trust aspects of the FCC advocacy that the equipment manufacturers be excluded from ownership of communication satellites.

Several Congressional committees have considered satellite communication problems tangentially. The Senate and House appropriations committees have covered the subject in hearings on appropriations; the Senate Foreign Relations Committee has covered space communications in a hearing on the International Telecommunications Convention and on relevant U. S. treaty policy; the Anti-trust Subcommittee of the House Committee on the Judiciary and the corresponding body of the Senate have considered anti-trust aspects of establishing and operating a space communications system.

Much Congressional consideration of satellite communications is not readily available for public examination, but is none the less important in establishing overall policy in this field. Examples are the executive sessions of the House Armed Services Committee and the Preparedness Investigating Subcommittee of the Senate Armed Services Committee, which have special interest in the Advent project and other military implications of space communications.

## No Over-All Committee Scrutiny

Despite this intense Congressional activity, not a single Congressional committee has covered the totality of the many faceted development of space communications. The only committees which would have the jurisdiction for such broad coverage are the two space committees. The House Committee on Science and Astronautics is limited by the insistence by Rep. Carl Vinson

that the military aspects of space communications are within the jurisdiction of his Armed Services Committee. As a result, the only Congressional Committee with clear jurisdiction for the necessary integrated examination of the highly complex space communications problems is the Senate Committee on Aeronautical and Space Sciences. Thus far, however, this committee has considered space communications only in its hearings on NASA budget authorizations.

It is heartening to see the great speed with which both the executive and the legislative branches of our government are handling the complicated policy arrangements necessary before we can establish a world-wide communications satellite system. Nevertheless we must move even faster.

Satellite communications is the one area of space technology in which the United States, even with its smaller rocket boosters, can surpass the Soviets. The United States thus has an unprecedented opportunity at last to secure a "first" in space and to establish the leadership of free men in what during the next generation will be the most important of the peaceful uses of outer space.

In addition to its emphasis on space communications, Congress has given extensive consideration to several other problem areas of great importance to the aerospace industry.

## Financial Risks and Insurance

Among the graver considerations industry must face are the incalculable financial risks in the rapidly expanding field of space development. Many of the space-age devices produced for the government by private industry create serious danger of injury to people and harm to property. Such damage may result in liability of the manufacturers, even if the manufacturers were entirely without negligence. Much of this increased danger results from the greatly increased intricacy and accuracy required in the manufacturing process. For example, a speck of rust in one of the new hydrogen fuels could cause an explosion.

The lack of adequate commercial insurance at reasonable rates makes it imperative that the government provide for indemnification against the possible results of unusually hazardous space research and space-product manufacturing.

Failure to provide such indemnification cannot help but have an adverse effect on the willingness of industry not only to accept space contracts, but even to submit bids or inquiries. Furthermore, the members of the public are deprived of adequate remedies when damage, such as that from a falling rocket, does occur and may suffer financially, regardless of whether or not damage occurs, because industry may be forced to pass off to the public the expense of abnormal business risks imposed by space contracts.

Congressional legislation to provide for such indemnification for the aerospace industry has suffered from the legitimate desire of Congress to provide relatively uniform indemnification provisions governing space, defense, and atomic energy contracts.

In the present session of Congress no action is expected on the NASA indemnity bills, although they were the subject of hearings by both the House and Senate space committees earlier this summer. In June, as a result of Senate criticism, NASA adopted two modifications taken from the

Atomic Energy Act, namely, the limitation of the liability of the government and of indemnified contractors for any single incident to \$500 million and the requirement that indemnified contractors must maintain financial protection, including liability insurance, as NASA may require. An additional modification provided that NASA must notify Congress of claims in excess of \$100 million and may pay the claim out of general appropriations only after Congress has failed to act for 30 days.

On July 12, 1961, however, a clean bill eliminated both the maximum liability and the notification provisions, and further action in this session now depends upon the disposition of plans to revise the Atomic Energy Act. It is probable that Senator John O. Pastore will introduce a bill this session to provide what might be considered a model indemnification provision, which would include also on-site property coverage and foreign indemnity.

## Proprietary Rights

Another problem of vital importance to the aerospace industry is the acquisition and protection of proprietary rights in scientific and technical information obtained and inventions made through the expenditure of public funds.

In this patent field, just as in the field of indemnification, failure to provide adequately for the needs of private industry has stemmed in large part from a desire for uniformity. Although extensive consideration has been given to the NASA patent provision, beginning with the many hearings by the "Mitchell" Subcommittee on Patents and Scientific Inventions of the House Science and Astronautics Committee in 1959, this consideration has not come to grips with all of the fundamental issues which interlace the basic philosophies of our patent system and its operations. And opponents of the bills to provide adequately for the patent requirements of NASA contractors have emphasized that final disposition of NASA patent provisions must await broad national policy determinations by the House and Senate Committees on the Judiciary.

The basic point at issue in aerospace patent discussions is whether the government should obtain ownership of patents on inventions arising out of government financed research and development or only a license for the practice of such inventions in the United States or throughout the world for U. S. governmental purposes.

A few of the basic policy considerations were discussed in some detail with accompanying case studies in my article in the Jan. 5, 1961, issue of the *Commercial and Financial Chronicle*. These principal policy considerations, briefly, are: the stimulation needed to spur our industrial space program; the equitable interest of private industry in inventions which often result primarily from privately developed and privately financed know-how; the protection of American free enterprise and the prevention of unfair government competition; the stimulation of small business; and equality of treatment by contracting agencies.

The agency most critically in need of revised patent policies is NASA. Due to a feeling some years ago that developments in space technology—like those in atomic energy—were new, uncertain, and of unknown potential, the NASA patent provisions were modeled after those in the Atomic Energy Act, which gives the government title to inventions arising out of its contracts. For some time now it has generally been acknowledged that NASA contracts are in no pertinent way distinguishable from those of the Department of Defense and of most contracts of other agencies. As a

result of this similarity of work performed and because none of the government agencies, other than NASA and the AEC, require title to vest in the government, NASA contractors are at a distinct disadvantage.

The several bills which are introduced every year to revise the NASA patent law would give NASA a very broad license, which would be nonexclusive (i.e., NASA can deal with the lowest bidder rather than only with the inventor), nontransferable, irrevocable, and royalty-free. Furthermore, the government has statutory authority anyway to make or have made for government purposes and upon payment of royalties any patented product without being subject to injunction and without subjecting the manufacturer of the product to suit. The need for NASA to obtain title to its contractors' inventions is thus difficult to support. Nevertheless, the NASA patent issue is so controversial that NASA in its omnibus bill this year, in order to avoid jeopardizing its other requests from Congress, made no attempt to resubmit its patent proposal of previous years. It is perhaps significant, however, that the contract signed by NASA and AT&T at the beginning of August, 1961 for the construction of a satellite system provided that NASA obtain a royalty-free license.

Chairman Overton Brooks of the House Space Committee on his own initiative introduced a separate NASA patent reform bill last spring which would allow NASA to reserve only a license for R & D inventions unless the Administrator determines that he is required to take title by virtue of some other Federal statute or finds it in the interest of the national security or general welfare to take title. The effect of this bill, essentially, is to shift the burden of proof, so that the NASA Administrator must justify taking title rather than relinquishing it.

The House space committee held hearings on NASA patent provisions in May, June and August, 1961 and has scheduled further hearings for late November and early December with the hope that the Committee will then have the benefit of some over-all policy determinations by the two Committees on the Judiciary.

The Judiciary Committees have received several patent bills during the present session, but hearings have been held only on the bills which would vest title in the government. All except one of the bills in both the House and Senate Judiciary Committees provide for a Federal Inventions Administration within the executive branch of the government (two bills stipulate that the Administration be under the Department of Commerce), which would administer in the public interest the rights of the United States in scientific and technical information obtained and inventions made through the expenditure of public funds.

Although prospects for patent reform for the aerospace industry are not good this session, such reform must come soon, whether according to a uniform policy or only by individual agency.

## General Economic Regulation

Still another field affecting the aerospace industry, in which there has been considerable Congressional activity, is the field of general economic regulation. The extent of this activity is so great that this article can do no more than mention the most important subjects covered. The principal subject of regulation, other than communication satellites, has been government procurement.

Government procurement has been considered both generally and in its effect on small business. Briefly, the subject matter of the general consideration has been overpricing of government contracts; excessive costs and inefficiency; sole source procurement

by the military departments; non-competitive procurement of aeronautical spare parts within the DOD; competitive identical bids to public agencies; the general affect of military procurement on the economy; advertising; and many peripheral questions, such as the requirement of prior notification of corporate mergers.

Undoubtedly, the most crucially important subject of Congressional legislation affecting the aerospace industry is funding.

## Upward Revision in Defense Funding

Congressional legislation on the funding of programs directly concerning the aerospace industry during the fiscal year ending June 30, 1962 had been completed by mid-August, 1961. By far the largest amount of this funding was the \$11.2 billion allocated for the procurement of aircraft and missiles for the Defense Establishment. Of this \$11.2 billion, nearly \$1.6 billion, or almost as much as the total funding for NASA, was added after the President's July 25, 1961, speech on the Berlin crisis.

In June, 1961, \$5.6 billion were authorized for the procurement of military aircraft and \$3.9 billion for the procurement of missiles, together totaling \$9,586,000,000. On July 25, 1961, the President requested an additional \$612 million for aircraft and an additional \$305 million for missiles. The appropriations bill for the Defense Establishment, passed on Aug. 10, 1961, reduced these amounts by a straight 2%, but otherwise provided all that the President requested.

While the President's request was being processed, the Senate Appropriations Committee approved this request and on its own initiative added an additional \$753 million of funding for manned bombers, specifically \$525 million to continue B-52 production and \$228 million for the B-70 bomber (beyond the \$200 million provided previously). The appropriations bill, passed on Aug. 10 and signed on Aug. 17, 1961, included substantially all of this additional funding, being reduced by only \$58 million through the subtraction of 2% from the B-52 figure and through the reduction of the additional B-70 funding to \$180 million.

Certainly part of the impetus for the repeated upward revision of defense funding during the past few months has been the similar increase in the USSR. The Soviets recently superimposed a 34% increase on a defense budget already approximately as large as ours. Much of the increase in both the United States and the USSR is designed to beef up conventional arms, including manned bombers, and may be regarded as temporary in nature. Nevertheless, a large portion of this increased defense spending is directed towards the long-range creation of space-power, and may be expected to increase still further in the future.

Considering only the first five-year part of a 10-year program, but including the costs of our commitment to the race to the moon, NASA Administrator James E. Webb expects combined military and civilian expenditures to range "somewhere between \$25 and \$30 billion for that first five years." Mr. Webb expressed the hope that once we have passed the five-year mark, the rate of annual outlay will diminish to some degree. As matters stand today, however, the annual spending rate for NASA alone will be raised to between \$4 and \$5 billion a year, as opposed to the \$2 or \$3 billion a year, estimated before President Kennedy threw down the gauntlet to Russia on the race to the moon.

The NASA authorization bill experienced the same upward revision during the present session



of Congress as did the military aerospace authorization bills. On May 24, the House authorized \$1,376,900,000 for NASA during the present fiscal year, which represented a quarter increase over the budget proposed by President Eisenhower. The next day, on May 25, President Kennedy announced our national resolve to build during this decade sufficient space power to achieve a round-trip flight to the moon.

In June the Senate passed a drastically revised bill increasing NASA authorization by another 30% to \$1,784,300,000. In mid-July this bill received the unanimous support of the two space committees and was passed by both Houses of Congress. The appropriation for NASA, which was included in the Independent Offices Appropriations Bill signed by the President on Aug. 17, 1961, provided NASA with \$1,671,750,000 for the current fiscal year, or half again as much as President Eisenhower had proposed in his valedictory budget.

Although the \$113,000,000 reduction from the authorization has not been allocated among the various space programs, the original authorization allocation indicates the relative emphasis which will be placed on the various NASA space projects.

The Apollo, which has received so much publicity as the planned moon-orbiting, three-man successor to the Mercury program, was to receive \$160 million. Another \$160 million was earmarked for lunar and other planetary exploration, \$121 million for the F-1 engine with needed test and other facilities, \$93 million for liquid propulsion, \$50 million for meteorological satellites, and \$49 million for the development of the nuclear rocket, Nova. And indicative of the intensified interest and importance attached to communication satellites and a start toward a transitional system, communication satellite development was to receive \$95 million, or almost three times the amount initially suggested.

#### Need for Sacrifice

As a final comment on the problems of the aerospace industry now undergoing Congressional consideration, I would like to emphasize that in looking for solutions, both industry and government must maintain a spirit of sacrifice. Our national greatness, our fine traditions; our culture and economy and our continuing political integrity—all were forged, from the very beginning, on the anvil of sacrifice.

We are reminded again and again that our sole hope of surviving the struggle, which now envelops us in every corner of the globe—and, indeed, beyond the globe—lies in our willingness to assume voluntarily the self-same obligations that would be ours if the facade of seeming peace were stripped away. And nowhere in the complex of this newly defined national emergency is the cry for sacrifice more emphatic than it is in the fields of space science and space industry.

Most importantly, this sacrifice demanded of us by the pace of events during the present decade is not only of our time and money, but of our accustomed way to deal with problems which arise.

In dealing with policies on indemnification, patents, economic regulation or on any other subject affecting the aerospace industry, one of the principal criteria of decision must be the necessity for speed. And this speed must be not only in production but in decision. For example, of prime consideration is not the ultimate satellite communication system but the system which we can place into operation now. If such speed calls for compromise and sacrifice, on the part of either government or industry, then we must be willing to do what is necessary.

## General Public Service Corp. Rights Offering To Stockholders

General Public Service Corp., a diversified closed-end investment company, is raising approximately \$24,673,000 of additional capital for investment through a subscription offering to its stockholders of 3,947,795 shares of common stock.

The stock is being offered at \$6.25 per share on the basis of one new share for each two shares held of record Sept. 12, 1961, with the privilege of oversubscribing

for additional shares subject to allotment.

The subscription offer will expire at 3:30 p.m., New York time on Sept. 27, 1961, at which time an underwriting group managed by Stone & Webster Securities Corp. will purchase from the company any shares not subscribed.

The corporation's investments are today, and have been for many years, principally in common stocks. At Sept. 8, 1961, total net assets at market value were equal to \$7.46 per share on the 7,895,589 shares outstanding.

#### Paul S. Jacobs Opens

Paul S. Jacobs is engaging in a securities business from offices at 25 Broad Street, New York City.

## Jolyn Electronics Manufacturing Common Offered

Public offering of 65,000 common shares of Jolyn Electronics Manufacturing Corp., at \$3 per share is being made by Kerns, Bennett & Co. Inc., New York City. Net proceeds, estimated at \$147,000, will be used by the company for product development, repayment of loans, working capital and other corporate purposes.

The company of 117 Urban Ave., Westbury, New York, is engaged in the development and manufacture of machine tool

products, drift meters, sextants and other items. Approximately 65% of the company's sales are to the U. S. Armed Forces and the remaining 35% to private industry. Authorized stock consists of 1,000,000 common shares, of which 200,300 will be outstanding upon completion of this sale.

#### Joins John A. Kemper

(Special to THE FINANCIAL CHRONICLE)

LIMA, Ohio—Robert D. Westfall has become associated with John A. Kemper & Co., 206 West High St., members of the New York and Midwest Stock Exchanges. Mr. Westfall was formerly local manager for the Ohio Company.

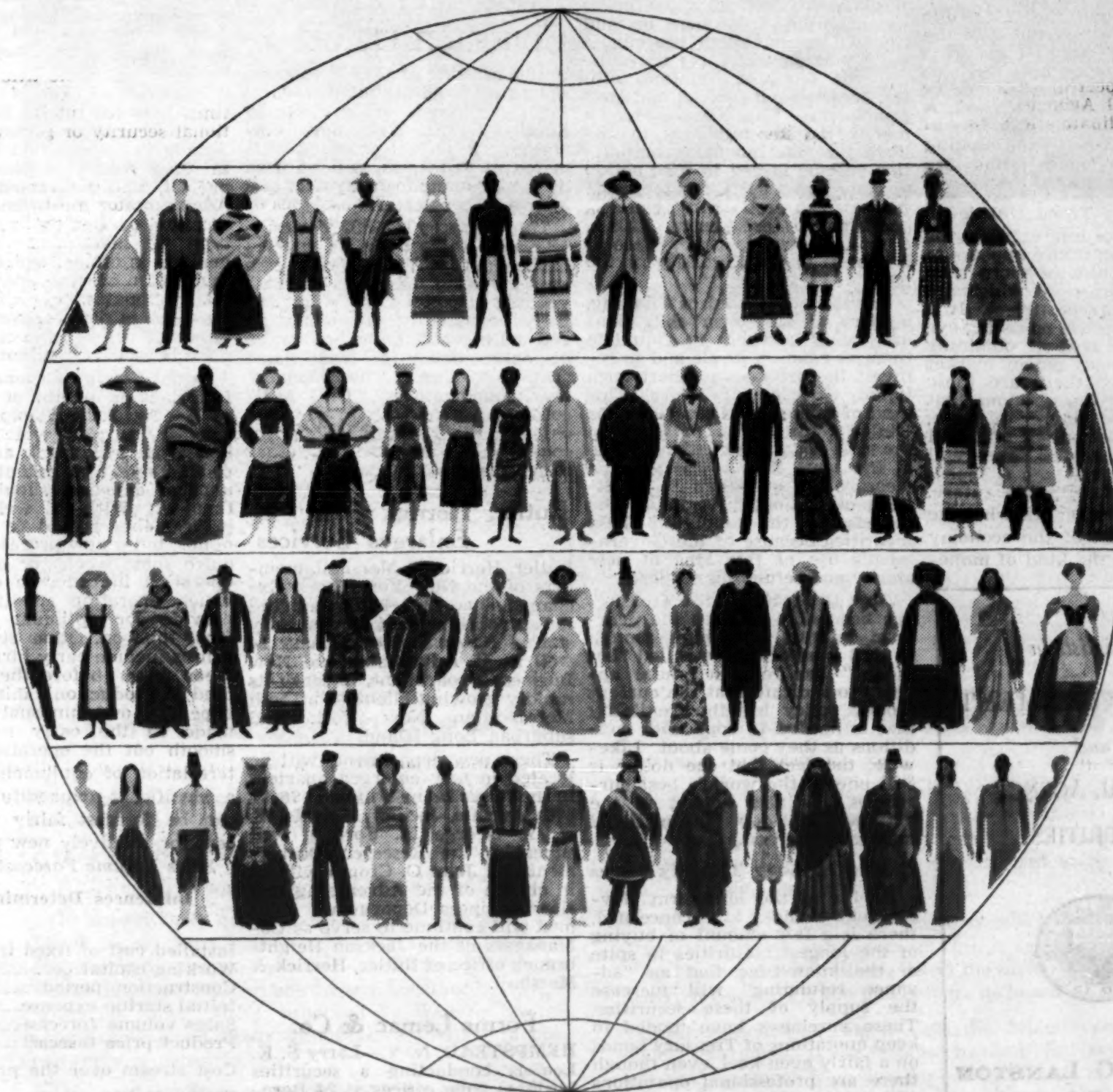
## TIME BOMB

3 billion . . .

Twice as many people on earth today as 50 years ago. Within the next half century, population expected to double again! How will the earth feed, clothe, house, these teeming millions?

Through energy! Fuel energy! To grow the food, produce the goods the world must have to meet the needs of its increasing population and lift its living standards. Man cannot add an acre to the earth. But energy will add life to every acre he does use.

We explore for, produce oil and natural gas from northern Canada to the southernmost tip of South America. We refine and process oil and natural gas and market their products in 24 states. Each year we supply more and more of the energy on which the future depends.



**TENNESSEE GAS TRANSMISSION COMPANY**

FROM NATURAL GAS AND OIL...HEAT, POWER, PETROCHEMICALS THAT MEAN EVER WIDER SERVICE TO MAN

HEADQUARTERS: Houston, Texas • DIVISION: Tennessee Gas Pipeline Company • SUBSIDIARIES: Midwestern Gas Transmission Company • East Tennessee Natural Gas Company • Tenneco Corporation • Tenneco Oil Company • Tenneco Chemical Company • Tennessee Life Insurance Company • AFFILIATE: Petro-Tex Chemical Corporation



## Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The much talked about and long awaited "advance refunding" operation of the Treasury came along last week, when the owners of \$7.6 billion of the 2½s due 1965/70 and the 2½s due 1966/71 were given the opportunity of exchanging those securities for either the 3½s due in 1980, 1990 or 1998. This extension of maturity venture will no doubt attract those who are interested in improving income, while at the same time losses will not have to be taken in the 1970 and 1971 maturities.

### Advance Refunding Offer Termed Generous

The Treasury also announced that \$5 billion of new money will be raised in three stages in the next two months, the first of which will occur on Sept. 20, when \$2.5 billion of tax anticipation bills due in June 1962 will be auctioned. Then near the end of the month details of a \$2 billion note offering which will mature in early 1963 will be made known, and on Oct. 10, the Treasury will pick up another \$500,000,000 through the sale of \$2 billion of 12 month bills as against a maturity of 1.5 billion.

The fact that the 2½s due 1967/72 were not included in the "Forward Refunding," and that the new cash to be obtained was as high as \$5 billion, were modest surprises to the money market. A successful debt extension operation appears to be in the making since the exchange terms are generous.

### Interest Rate Trend Debated

The pattern of interest rates for the not too long future appears to be the focal point of more than one of the discussions which are going on about this subject. It is evident that there is no seeing eye to eye on the cost of obtaining funds among many money market specialists since there are those who put forth the opinions that the monetary policy of ease, which is the prevailing one, will be continued because there will be no boom, much less a super-boom in the foreseeable future. There is no question but what the course and level of the economy will determine the kind of money-

tary policy which the Federal Reserve Board will follow. A boom or bust psychology resulting from the gears of inflation will beyond any doubt bring about higher interest rates, and a decrease in the availability of credit, because this is one of the ways in which these destructive forces are slowed down.

On the other hand, an economy which goes ahead because of improving business, without the excesses of a boom or super-boom, will have need for credit in order to carry on and it is quite likely that the monetary authorities will make it available without much or any change in the current policy of ease.

Therefore, as long as the business pattern goes along in the fashion which it has been, and there is an unemployment problem to be overcome along with excess capacity, it is not very likely that there will be restrictions on credit or higher interest rates.

### The Inflation Believers' Viewpoint

The other side of the coin shows that there are those money market observers who believe that the economy will go ahead much more rapidly from here on and this will bring about the conditions that engender (in the public) the fears of inflation with the accompanying boom and bust psychology. This leads these money market followers to believe that the monetary authorities will be forced to take action to slow down such developments through the restriction of credit, and higher interest rates. This is a well known formula, since it has been used effectively in the past.

Based on this kind of thinking, holders of long-term obligations are being advised to liquidate them at existing levels and to reinvest the proceeds in short-term liquid Government issues. This kind of exchange of securities has tended to keep the pressure on the most distant obligations, while at the same time it has given a measure of buoyancy to short-term obligations in spite of the increase in the supply of these securities because of the Government's use of this area of new money and refunding purposes.

Also, the fact that the Treasury has been able to keep the near-term interest rates high enough so that most of this so-called "hot money" has remained here appears to indicate that the current money policy has the flexibility that is needed to cope with conditions as they come about. Likewise, the fact that the dollar is still one of the world's best currencies has also helped in the defense of our international monetary position.

### Buying in Long Treasury Issues

As far as the long-term Government bonds are concerned, there is a fair amount of buying of the longest maturities in spite of the knowledge that an "advance refunding" will increase the supply of these securities. These purchases have tended to keep quotations of Treasury bonds on a fairly even keel, even though there are professional operations which take place in these issues from time to time.

Although the Treasury may use only "Forward Refundings" to increase the amount of long-term bonds outstanding, there will be no material change in the demand for Government bonds as long as corporate and tax-exempt issues yield what they do.

## Fritchman Joins Robert Winthrop

Edward R. Fritchman has become associated with the investment firm of Robert Winthrop & Co., 20 Exchange Place, New York City, members of the New York Stock Exchange, and has been elected a Vice-President of Robert Winthrop & Co. Incorporated. Mr. Fritchman was Associate Investment Officer of Teachers Insurance & Annuity Association from 1957 to 1961.

## Science Stock Issue All Sold

Naftalin & Co., Inc., Minneapolis, reports that the recent offering of 875,000 common shares of Advanced Scientific Instruments, Inc., at \$1.15 per share has been all sold. Proceeds will be used by the company for operating expenses, product development and general corporate purposes.

The company of 1207 Title Ins. Bldg., Minneapolis, plans to develop equipment for use in the general categories of scientific calculation, automation and process control, data handling and recording and other types of computers. Authorized stock consists of 5,000,000 10c par common shares, of which 1,007,000 shares are now outstanding.

## Rudd-Melikian Common Offered

Public offering of 130,000 common shares of Rudd-Melikian, Inc., at \$10 per share is being made by Stearns & Co., New York City and associates. Net proceeds, estimated at \$1,111,000, will be used by the company to repay debt and increase inventories.

The company of 300 Jacksonville Rd., Hatboro, Pa., is engaged in the manufacture, assembly, sale and servicing of coin operated vending machines. It is principally engaged in manufacturing and selling automatic hot coffee dispensers under the trade name "Brew-A-Cup." The company also manufactures "Old Mill" coffee tapes for use in the machines and "Kwik Kafe" coffee concentrate, for use in other coffee dispenser models.

## Butler, Herrick Firm Enlarges Services

Butler, Herrick & Marshall, members of the New York Stock Exchange since 1898, has announced the establishment of a completely staffed Research Department, as well as an Advertising and New Business Department, to serve its rapidly growing clientele in both Metropolitan New York and suburban Long Island.

These new departments will be located in new enlarged quarters in the firm's branch office at 76-11 37th Avenue, Jackson Heights 72, N. Y. George M. Corning will supervise the Research Department and John C. Cronin will be in charge of the Advertising and New Business Department. Both men will continue to serve as Co-Managers of the Jackson Heights branch office of Butler, Herrick & Marshall.

## Forms Lemac & Co.

HEMPSTEAD, N. Y.—Larry S. K. Lee is conducting a securities business from offices at 24 Bernhard Street under the firm name of Lemac & Co.

## New Corporation

SEATTLE, Wash.—Robert M. MacRae has formed Robert M. MacRae, Inc., with offices in the Norton Building, to continue his investment business.

## Key Factors in Capital Investment Evaluation

Continued from page 3

minimize the risk of failure, we should try to allocate our available forecasting effort among these factors in proportion to their relative impact on the investment.

These elements, like many facts of life, exist whether or not they are recognized by the company when an investment is planned. Some implicit assumption must take the place of any of the elements not forecast in detail.

**Installed Cost of Fixed Investment**—This is probably the most obvious item to be estimated before a decision is made. Based on any level of knowledge about a process, information can be obtained to permit some kind of an estimate of the cost of the fixed investment in place and ready to run. Accuracy can be improved by further process development and estimating effort.

**Working Capital**—In order to properly finance the operation of any investment, additional funds must be held available by the company as cash or invested in inventories, etc. The amount of such liquid investment is generally a function of volume and, therefore, should be estimated at the various production levels expected. Individual company policies will have a considerable effect on inventories, accounts receivable, etc. Working capital is fairly important, and analytical time improves accuracy of estimates.

**Construction Period**—Every capital investment in new facilities involves some delay in start-up due to construction time. This in turn delays income on the project, and the extent of that delay should be estimated. Acquisition of a going business, one type of investment on which analysis is often required, should involve no construction period at all. Estimates of construction time are fairly accurate, and the effect of errors in such an estimate is relatively minor.

**Initial Startup Expense**—In the first days or months of operation of a new facility, expenses are usually incurred which do not result in a normal amount of production. The extent of such unusual expenses should be estimated. With a well-known process, they should be relatively minor, but a new process may require some weeks or months of operation in order to determine which operating conditions will provide for optimum operation from then on. Other startup expenses include early hiring of the labor force (before they can be used in production), initial repair expenses and unusual changes made in the early months to smooth out the operation or interrelation of equipment. This is a significant expenditure which can be forecast fairly well, except for relatively new processes.

### Sales Volume Forecast, Product

Influences Determining the Profitability of an Investment		
	Possible Accuracy of Forecast	Usual Effect of Possible Error
Installed cost of fixed investment	good	major
Working capital	fair	major
Construction period	good	minor
Initial startup expense	fair	intermediate
Sales volume forecast	poor	major
Product price forecast	poor	major
Cost stream over the project life	good	major
Economic life	poor	intermediate
Depreciation life	good	intermediate
Salvage Value	poor	minor
Depreciation method	*	intermediate
Minimum acceptable rate of return	*	*
Income tax rate	poor	major
Inflation rates	poor	major
Risk	poor	major
General business conditions	fair	intermediate

\*Policy choices, not forecasts. \*Direct. \*Overhead.

**Price Forecast**—These two items could be combined into a forecast of the "revenue stream" over the project life, but they are separated here to show that product price must be forecast as well as sales volume (in some cases the two may depend upon one another). This is not a major subject for discussion of this paper; others will discuss marketing research. However, achievement of these forecasts is perhaps the most important factor in determining the success of an investment. While a few techniques exist for forecasting volume, and fewer for forecasting price, this is an area not yet subject to scientific analysis and expenditure of effort soon reaches the point of diminishing returns.

**Cost Stream Over the Project Life**—Techniques for estimating direct manufacturing cost are established and reasonable estimates can be made with enough investigation and estimating effort. It is more difficult to estimate the increases in overheads which will be caused by a given investment, although the magnitude of cost in this area often makes them critical to the acceptance or rejection of an investment.


As a part of the cost stream, the prices of raw materials going into the product must also be forecast. The same limitations exist on raw material price forecasts as on end product price forecasts.

**Economic Life**—This term refers to the most likely period of successful operation between the investment proposed and any need for subsequent investment in additional equipment, because of product or process obsolescence or equipment deterioration. There are no good methods for forecasting project life accurately, because technology is generally unpredictable. However, since only profits in the distant future are affected, the error in a forecast of economic life can be considerable before its effect on the return of an investment is critical.

**Effective Depreciation Life of Depreciable Fixed Investment**—Tax authorities will not always agree that the equipment life can be determined by the economic life defined above. In their eyes equipment life is judged by their experience as to the time before equipment starts physically to deteriorate. If the allowable depreciation life is different from the project life, the cash flows to the project will be affected. If different parts of the investment are allowed different depreciation lives, the estimate of profitability is improved by considering the proportion of fixed investment which can be written off rapidly.

**Salvage Value of Fixed Investment**—This is a relatively minor factor for normal project lives but may be very difficult to forecast. The usual expedient is to assume

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that no salvage value is obtainable, or that any value is only sufficient to cancel the cost of the removal of the equipment.

#### Company Policy

The following two items depend chiefly on company policy, and are, therefore, the same for any project in one company. These also should be established before an investment is made if its profitability is to be forecast properly.

**Depreciation Method to be Applied**—Income tax laws now permit recovery of funds by two accelerated depreciation methods (declining balance and sum of the year's digits) as well as by straight-line methods. Because of the earlier receipt of capital recovery funds by these methods, the choice of method affects profitability significantly.

**Minimum Acceptable Rate of Return**—No matter what method is used for profitability evaluation, some reasonable standard must be developed against which to compare the calculated profitability. Some profitability methods involve such an assumption in their derivation. All of them are useful only insofar as they are compared against proper "cut-off" points below which projects will not be accepted, but above which they are acceptable because they will benefit the company.

#### Four Final Items

Four final items depend on circumstances completely beyond the project or the company's control. Nevertheless, they must be considered if the profitability of the project is to be forecast correctly.

**Income Tax Rate**—Income taxes apply differently to investments with different proportions of fixed and working capital, etc. Profitability should, therefore, be calculated after taxes. To do this, some tax rate must be assumed for the project life. Time and effort on this factor will not improve the accuracy of the assumption; however, it is important. State income taxes should be considered as well as Federal income taxes.

**Inflation Rates**—Another fact of life which must be forecast as well as possible is inflation. Inflation affects differently almost every item of manufacturing cost. Ideally, each should be forecast separately. Labor costs, natural gas and other fuels, construction cost, raw material prices, and product prices—each of these has been subject to inflation at different rates.

The implicit assumption usually made in profitability estimates is that all items (often including the price of the product) will inflate at equal rates so that the net income will not be affected by inflation. While this assumption is unlikely of realization, few steps for improvement on it can be suggested until better methods have been developed for inflation forecasts. Omission of any estimate of inflation will, until deflation, always understate actual costs.

**Risk**—There is no question but what risks differ between projects proposed for a company which might seem otherwise equal on the basis of the best estimates of all required elements. The risk will depend on the process used, whether well established or a complete innovation; on the product forecast, whether it is a staple item of commerce or a completely new product whose properties are known from pilot plant information only; on the sales forecast, whether all sales are forecast outside the company or whether a significant fraction is captive within the company; etc. The means for incorporating different levels of risk into profitability forecasts are not well established. Various statistical methods are in the process of development which can be useful

in investigating the level of assurance likely on a given project. The most common methods for incorporating risk are to raise the minimum acceptable rate of return for the riskier projects, or else to apply a profitability multiplier to final cash flows which is supposed to represent the likelihood of their achievement. Neither of these methods is felt to properly express the over-all sensitivity of a project to risk.<sup>1</sup> The goal which would properly establish the risk would be to incorporate all forecasts to which the result is sensitive at both ends of a 95% confidence limit. If this sort of forecast is made on enough small elements of cost,

<sup>1</sup> Cleveland, F. W., Jr., "A Critique of Allowances for Uncertainty in Estimating the Productivity of Capital on Individual Investments," *The Engineering Economist*, 3 (Winter, 1958) 1-12.

etc., some of the error will cancel and a reliability can also be put on the profitability answer. At the very least, it is essential to realize qualitatively the differences in risk among projects being considered.

**General Business Conditions**—It is obvious that the overall economic climate in the country will have an effect on the level of investment by most companies. It is not suggested here that any detailed forecast need be made of business cycles over the entire economic life of the project, but it is useful to recall this element at the time of investment in case the country is obviously entering a trough in the business cycle. The sources of capital for investment may become more difficult in the short term, and furthermore, the revenues from the

project in its first period of operation may be decreased by the recession.

The accompanying Table summarizes as a check list the factors affecting profitability, the relative accuracy of available techniques for their incorporation in profitability analysis, and as to the relative importance of the individual errors on the usual profitability estimate. Fair to good estimates can be made on most of the factors of major importance. However, it is clear from this check list that some of the major influences on profitability lack adequate techniques for forecasting and for incorporation into the profitability estimate. It happens that most of these are outside the scope of the usual chemical engineers, yet these items must command the

attention of those seeking to make the final investment decisions.

\* From a talk by Mr. Weaver before the American Institute of Chemical Engineers, Cleveland, Ohio. The full text of Mr. Weaver's paper will appear in the Sept. 25 issue of the *Chemical and Engineering News*, published by the American Chemical Society, Washington, D. C.

#### Form International Bond and Share

SAN FRANCISCO, Calif.—International Bond and Share, Inc. has been formed with offices at 9 Sutter Street, to engage in a securities business. Officers are Philip A. Ray, Chairman of the Board and Vice-President; Richard S. Rush, Jr., President and Treasurer; and Arthur R. Albrecht, Secretary. Mr. Rush was previously with J. Barth & Co.



### How the ocean grew "ears" to pinpoint missile shots

A quarter of the world away from its launching pad an experimental missile nose cone splashes into the ocean.

How close has it come to the target?

Where can it be found, recovered and studied?

To answer these questions quickly and accurately, Bell Telephone scientists have developed a special system of deep-sea hydrophones—sensitive "ears" that hear underwater. Its name—the Missile Impact Locating System, or MILS for short. MILS, produced by Western Electric, manufacturing and supply unit of the Bell System, involves two types of networks.

- One is a Long Distance network which monitors millions of square miles of ocean. The nose cone releases a small bomb which sinks and explodes at the proper depth for transmission of underwater sounds. Vibrations are

picked up by hydrophones stationed at the same depth and instantly carried by cables to ground stations. Since the vibrations take longer to reach some hydrophones than others, time differences are measured to compute the location of the nose cone.

- The other is a "bull's-eye" network which monitors a restricted target area. This network is so sensitive that no bomb is needed. It can detect the mere splash of an arriving nose cone and precisely fix its location.

MILS is now operating in both the Atlantic and the Pacific test ranges. It was installed by the U. S. Navy with technical assistance from Western Electric.

It's still another example of how the universe of sound—below the sea, above the earth, in outer space—is constantly being explored by the Bell Telephone System.

**BELL TELEPHONE SYSTEM**





# Indications of Current Business Activity

The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

		Latest Week	Previous Week	Month Ago	Year Ago	Latest Month	Previous Month	Year Ago
AMERICAN IRON AND STEEL INSTITUTE:								
Indicated steel operations (per cent capacity)	Sept. 16	69.5	69.4	68.5	53.9			
Equivalent to—								
Steel ingots and castings (net tons)	Sept. 16	2,032,000	2,030,000	1,944,000	1,537,000			
AMERICAN PETROLEUM INSTITUTE:								
Crude oil and condensate output—daily average (bbls. of 42 gallons each)	Sept. 1	7,050,910	7,053,810	7,024,160	6,836,710			
Crude runs to stills—daily average (bbls.)	Sept. 1	8,564,000	8,558,000	8,466,000	8,294,000			
Gasoline output (bbls.)	Sept. 1	30,648,000	30,791,000	30,626,000	29,200,000			
Kerosene output (bbls.)	Sept. 1	2,566,000	2,700,000	2,737,000	2,701,000			
Distillate fuel oil output (bbls.)	Sept. 1	13,768,000	13,992,000	14,037,000	12,774,000			
Residual fuel oil output (bbls.)	Sept. 1	5,660,000	5,479,000	6,207,000	6,027,000			
Stocks at refineries, bulk terminals, in transit, in pipe lines—								
Finished and unfinished gasoline (bbls.) at	Sept. 1	190,280,000	191,256,000	193,042,000	188,665,000			
Kerosene (bbls.) at	Sept. 1	34,061,000	33,740,000	32,300,000	33,884,000			
Distillate fuel oil (bbls.) at	Sept. 1	152,269,000	147,970,000	132,875,000	153,023,000			
Residual fuel oil (bbls.) at	Sept. 1	49,306,000	47,561,000	49,758,000	47,078,000			
ASSOCIATION OF AMERICAN RAILROADS:								
Revenue freight loaded (number of cars)	Sept. 2	599,349	592,265	588,969	577,206			
Revenue freight received from connections (no. of cars)	Sept. 2	502,588	500,015	479,830	490,838			
CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:								
Total U. S. construction	Sept. 7	\$268,900,000	\$402,100,000	\$557,300,000	\$427,200,000			
Private construction	Sept. 7	118,800,000	231,300,000	240,000,000	243,600,000			
Public construction	Sept. 7	150,100,000	170,800,000	317,300,000	183,600,000			
State and municipal	Sept. 7	124,800,000	155,200,000	230,900,000	121,200,000			
Federal	Sept. 7	25,300,000	15,600,000	86,400,000	62,400,000			
COAL OUTPUT (U. S. BUREAU OF MINES):								
Bituminous coal and lignite (tons)	Sept. 2	8,210,000	*8,095,000	7,925,000	7,832,000			
Pennsylvania anthracite (tons)	Sept. 2	390,000	345,000	347,000	391,000			
DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100—								
Sept. 2	153	152	132	147				
EDISON ELECTRIC INSTITUTE:								
Electric output (in 000 kwh.)	Sept. 9	15,838,000	16,214,000	16,080,000	14,615,000			
FAILURES (COMMERCIAL AND INDUSTRIAL)—DUN & BRADSTREET, INC.								
Sept. 7	275	321	343	276				
IRON AGE COMPOSITE PRICES:								
Finished steel (per lb.)	Sept. 1	6.196c	6.196c	6.196c	6.196c			
Pig iron (per gross ton)	Sept. 1	\$66.44	\$66.44	\$66.44	\$66.41			
Scrap steel (per gross ton)	Sept. 1	\$39.17	\$38.50	\$37.83	\$32.50			
METAL PRICES (E. & M. J. QUOTATIONS):								
Electrolytic copper—								
Domestic refinery at	Sept. 6	30.600c	30.600c	30.600c	32.600c			
Export refinery at	Sept. 6	28.550c	28.275c	28.075c	29.595c			
Lead (New York) at	Sept. 6	11.000c	11.000c	11.000c	12.000c			
Lead (St. Louis) at	Sept. 6	10.800c	10.800c	10.800c	11.800c			
Zinc (delivered) at	Sept. 6	12.000c	12.000c	12.000c	13.500c			
Zinc (East St. Louis) at	Sept. 6	11.500c	11.500c	11.500c	13.000c			
Aluminum (primary pig, 99.5% ) at	Sept. 6	26.000c	26.000c	26.000c	26.000c			
Straits tin (New York) at	Sept. 6	121.500c	124.750c	117.250c	102.500c			
MOODY'S BOND PRICES DAILY AVERAGES:								
U. S. Government Bonds	Sept. 12	86.88	86.88	85.98	88.83			
Average corporate	Sept. 12	85.46	85.59	85.72	87.99			
Aaa	Sept. 12	89.37	89.37	89.51	92.50			
Aa	Sept. 12	87.59	87.59	87.99	90.06			
A	Sept. 12	84.43	84.68	84.94	87.18			
Baa	Sept. 12	80.81	80.93	80.81	82.65			
Railroad Group	Sept. 12	82.77	83.03	83.15	85.07			
Public Utilities Group	Sept. 12	86.51	86.38	86.65	89.37			
Industrials Group	Sept. 12	87.18	87.32	87.45	89.51			
MOODY'S BOND YIELD DAILY AVERAGES:								
U. S. Government Bonds	Sept. 12	3.98	3.98	4.08	3.65			
Average corporate	Sept. 12	4.75	4.74	4.73	4.56			
Aaa	Sept. 12	4.46	4.46	4.45	4.24			
Aa	Sept. 12	4.59	4.59	4.56	4.41			
A	Sept. 12	4.83	4.81	4.79	4.62			
Baa	Sept. 12	5.12	5.11	5.12	4.97			
Railroad Group	Sept. 12	4.96	4.94	4.93	4.78			
Public Utilities Group	Sept. 12	4.67	4.68	4.66	4.46			
Industrials Group	Sept. 12	4.62	4.61	4.60	4.45			
MOODY'S COMMODITY INDEX								
Sept. 12	378.1	377.0	374.8	361.5				
NATIONAL PAPERBOARD ASSOCIATION:								
Orders received (tons)	Sept. 2	342,341	343,055	371,056	312,762			
Production (tons)	Sept. 2	337,806	341,687	328,490	326,644			
Percentage of activity	Sept. 2	96	95	94	94			
Unfilled orders (tons) at end of period	Sept. 2	521,301	513,632	517,880	418,445			
OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100								
Sept. 8	114.31	114.48	114.40	109.77				
ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS								
Transactions of specialists in stocks in which registered—								
Total purchases	Aug. 18	2,661,120	2,813,970	2,121,360	2,140,240			
Short sales	Aug. 18	455,000	513,750	348,050	391,010			
Other sales	Aug. 18	2,117,030	2,362,800	1,763,520	1,696,920			
Total sales	Aug. 18	2,572,030	2,876,550	2,111,570	2,086,930			
Other transactions initiated off the floor—								
Total purchases	Aug. 18	454,630	343,730	170,390	393,960			
Short sales	Aug. 18	64,230	27,500	6,300	50,500			
Other sales	Aug. 18	437,160	323,400	216,470	308,500			
Total sales	Aug. 18	501,390	350,900	222,770	359,000			
Other transactions initiated on the floor—								
Total purchases	Aug. 18	1,030,296	970,550	676,695	604,095			
Short sales	Aug. 18	102,100	79,580	97,760	91,480			
Other sales	Aug. 18	868,691	890,945	587,867	663,115			
Total sales	Aug. 18	970,791	970,525	685,627	744,595			
Total round-lot transactions for account of members—								
Total purchases	Aug. 18	4,146,046	4,128,250	2,968,445	3,138,295			
Short sales	Aug. 18	621,330	620,830	452,110	532,990			
Other sales	Aug. 18	3,422,881	3,577,145	2,567,857	2,657,535			
Total sales	Aug. 18	4,044,211	4,197,975	3,019,967	3,190,525			
STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS ON N. Y. STOCK EXCHANGE—SECURITIES EXCHANGE COMMISSION								
Odd-lot sales by dealers (customers' purchases)—†								
Number of shares	Aug. 18	1,766,538	1,931,259	1,461,819	1,488,187			
Dollar value	Aug. 18	\$92,783,139	\$98,912,206	\$76,187,306	\$72,799,692			
Odd-lot purchases by dealers (customers' sales)—								
Number of orders—customers total sales	Aug. 18	1,871,939	1,927,916	1,389,996	1,426,451			
Customers' short sales	Aug. 18	9,690	9,423	18,093	8,678			
Customers' other sales	Aug. 18	1,862,249	1,918,493	1,341,903	1,417,773			
Dollar value	Aug. 18	\$94,895,650	\$95,115,206	\$69,674,708	\$66,665,560			
Round-lot sales by dealers—								
Number of shares—Total sales	Aug. 18	622,970	583,380	408,800	419,590			
Short sales	Aug. 18							
Other sales	Aug. 18	622,970	583,380	408,800	419,590			
Round-lot purchases by dealers—Number of shares	Aug. 18	536,930	574,570	510,300	498,320			
TOTAL ROUND-LOT STOCK SALES ON THE N. Y. STOCK EXCHANGE AND ROUND-LOT STOCK TRANSACTIONS FOR ACCOUNT OF MEMBERS (SHARES):								
Total round-lot sales—								
Short sales	Aug. 18	760,700	734,370	586,370	669,760			
Other sales	Aug. 18	18,061,440	18,032,440	13,347,410	13,478,450			
Total sales	Aug. 18	18,822,140	18,766,810	13,933,780	14,148,210			
WHOLESALE PRICES, NEW SERIES — U. S. DEPT. OF LABOR — (1947-49=100):								
Commodity Group—								
All commodities	Sept. 5	118.7	118.8	118.8	119.4			
Farm products	Sept. 5	86.4	87.2	87.5	87.4			
Processed foods	Sept. 5	108.3	108.1	107.7	107.5			
Meats	Sept. 5	95.6	95.0	93.2	94.7			
All commodities other than farm and foods	Sept. 5	127.4	127.5	127.5	128.3			
AMERICAN GAS ASSOCIATION—								
For Month of June:								
Total gas sales (M therms)		6,137,000	-----	-----	6,060,400			
Natural gas sales (M therms)		6,016,300	-----	-----	5,942,000			
Manufact'd & mixed gas sales (M therms)		120,700	-----	-----	117,900			
AMERICAN PETROLEUM INSTITUTE—Month of June:								
Total domestic production (barrels of 42 gallons each)		241,807,000	251,208,000	234,832,000				
Domestic crude oil output (barrels)		213,084,000	221,553,000	208,161,000				
Natural gasoline output (barrels)		28,711,000	29,637,000	26,659,000				
Benzol output (barrels)		12,000	18,000	12,000				
Crude oil imports (barrels)		27,186,000	33,566,000	32,730,000				
Refined product imports (barrels)		18,994,000	23,902,000	23,483,000				
Indicated consumption domestic and export (barrels)		278,185,000	292,610,000	288,191,000				
Increase all stocks (barrels)		9,802,000	16,066,0					



# Securities Now in Registration

★ INDICATES ADDITIONS  
SINCE PREVIOUS ISSUE  
• ITEMS REVISED

**NOTE**—Because of the large number of issues awaiting processing by the SEC, it is becoming increasingly difficult to predict offering dates with a high degree of accuracy. The dates shown in the index and in the accompanying detailed items reflect the expectations of the underwriter but are not, in general, to be considered as firm offering dates.

## A. & E. Plastik Pak Co., Inc.

Aug. 1, 1961 ("Reg. A") 40,000 common shares (no par). Price—\$7.50. **Proceeds**—For equipment and working capital. **Office**—652 Mateo Street, Los Angeles. **Underwriters**—Blalack & Co., Inc., San Marino, Calif.; Harbison & Henderson, Los Angeles; May & Co., Portland, Ore., and Wheeler & Cruttenden, Inc., Los Angeles.

## ★ AMT Corp.

Sept. 11, 1961 filed 230,000 common, of which 160,000 are to be offered by the company and 70,000 by a stockholder. Price—By amendment. **Business**—The manufacturer of scale model plastic automobiles distributed in kit form. **Proceeds**—For equipment, repayment of loans, and working capital. **Office**—1225 E. Maple Rd., Troy, Mich. **Underwriter**—A. G. Becker & Co., Chicago (mgr.).

## • Abbey Automation Systems, Inc. (9/18)

June 6, 1961 filed 100,000 common shares. Price—\$3. **Business**—The design, manufacture and sale of automation equipment for industry. **Proceeds**—For new facilities, sales program, demonstration laboratory and working capital. **Office**—37-05 48th Avenue, Long Island City, N. Y. **Underwriter**—John Joshua & Co., Inc., New York.

## Abby Vending Manufacturing Corp.

July 26, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. **Business**—The manufacture of coin operated vending machines. **Proceeds**—For moving expenses, an acquisition and working capital. **Office**—79 Clifton Place, Brooklyn, N. Y. **Underwriter**—L. H. Wright & Co., Inc., 135 Broadway, New York.

## Acratex Chemical Coatings, Inc.

Aug. 8, 1961 ("Reg. A") 99,900 common. Price—\$3. **Business**—The manufacture of a wallcovering product. **Proceeds**—For expansion and general corporate purposes. **Office**—Easton St., Ronkonkoma, N. Y. **Underwriter**—Tyche Securities Inc., N. Y.

## Acro Electronic Products Co.

July 17, 1961 filed 100,000 class A common shares. Price—\$4. **Business**—The manufacture of transformers for electronic and electrical equipment. **Proceeds**—For relocating to and equipping a new plant, purchase of inventory, research and development, advertising, promotion and merchandising, repayment of debt and other corporate purposes. **Office**—369 Shurs Lane, Philadelphia. **Underwriter**—Roth & Co., Inc., Philadelphia.

## A-Drive Auto Leasing System, Inc. (10/2-6)

Jan. 19, 1961 filed 100,000 shares of class A stock, of which 75,000 are to be offered for public sale by the company and 25,000 shares, being outstanding stock, by the present holders thereof. Price—\$10 per share. **Business**—The company is engaged in the business of leasing automobiles and trucks for periods of over one year. **Proceeds**—To repay loans; open new offices in Philadelphia, Pa., and New Haven, Conn.; lease and equip a large garage in New York City and lease additional trucks. **Office**—1616 Northern Boulevard, Manhasset, N. Y. **Underwriter**—Hill, Darlington & Grimm, N. Y. C. (mgr.).

## • Admiral Plastics Corp. (9/18-22)

July 27, 1961 filed 340,000 common shares, of which 20,000 shares are to be offered by the company and

320,000 shares by the stockholders. Price—By amendment. **Business**—The manufacture of plastic houseware products. **Proceeds**—For a new warehouse, repayment of debt and other corporate purposes. **Office**—557 Wortman Ave., Brooklyn, N. Y. **Underwriter**—Shearson, Hammill & Co., New York (managing).

## ★ Adrian Steel Co.

Sept. 8, 1961 ("Reg. A") 100,000 common. Price—\$2.50. **Business**—Automotive fabricating. **Proceeds**—To establish a new industrial air conditioner division. **Office**—Adrian, Mich. **Underwriter**—Morrison & Frumin, Inc., Detroit.

## • Advanced Electronics Corp. (9/20)

May 31, 1961 ("Reg. A") 150,000 class A shares (par 10 cents). Price—\$2. **Business**—Designs and manufactures radio telemetry systems, frequency filters and power supplies for the missile, rocket and space programs. **Proceeds**—For research and development, equipment, repayment of loans and working capital. **Office**—2 Commercial St., Hicksville, N. Y. **Underwriter**—Edward Hindley & Co., New York City.

## Advanced Investment Management Corp.

July 11, 1961 ("Reg. A") 100,000 common shares (par 25 cents). Price—\$3. **Proceeds**—For purchase of furniture, reserves and working capital. **Office**—No. 15 Village Shopping Center, Little Rock, Ark. **Underwriter**—Affiliated Underwriters, Inc., 1321 Lincoln Ave., Little Rock.

## Aero-Dynamics Corp.

Aug. 7, 1961 filed 100,000 common shares. Price—\$5. **Business**—The importation and distribution of Italian marble and mosaic tiles. **Proceeds**—For the purchase and installation of new moulds, machinery and equipment, research and general corporate purposes. **Office**—250 Goffle Road, Hawthorne, N. J. **Underwriters**—Cambridge Securities, Inc. and Edward Lewis Co., Inc., N. Y.

## • Aero Fidelity Acceptance Corp. (10/9)

July 11, 1961 ("Reg. A") 100,000 common shares (par five cents). Price—\$3. **Proceeds**—For repayment of loans, purchase of notes and equipment. **Office**—185 Walton Ave., N. W., Atlanta, Ga. **Underwriters**—T. Michael McDarby & Co., Inc., and J. Morris Anderson & Associates, Inc., both of Washington, D. C.

## Aero Space Electronics, Inc.

July 17, 1961 ("Reg. A") 80,000 capital shares (par 10 cents). Price—\$3. **Proceeds**—For repayment of debt and working capital. **Office**—2036 Broadway, Santa Monica, Calif. **Underwriter**—Hamilton Waters & Co., Inc., Hempstead, N. Y.

## • Aerological Research, Inc.

Aug. 29, 1961 filed 100,000 common. Price—\$3.50. **Business**—The manufacture of instruments for aerology, meteorology, oceanography, geophysics and atmospheric phenomenon. **Proceeds**—For working capital. **Office**—420 Division St., Long Branch, N. J. **Underwriter**—A. D. Gilhart & Co., Inc., N. Y.

## Air Master Corp. (9/25-29)

May 26, 1961 filed 200,000 shares of class A common stock, of which 50,000 shares are to be offered for public sale by the company and 150,000 outstanding shares by the present holders thereof. Price—To be supplied by amendment. **Business**—The manufacture and sale of aluminum storm windows and doors, and other aluminum products. **Proceeds**—For working capital, and other corporate purposes. **Office**—20th Street, and Allegheny Avenue, Philadelphia, Pa. **Underwriter**—Francis I. du Pont & Co., New York City (managing).

## Airbalance, Inc.

July 17, 1961 ("Reg. A") 60,000 common shares (par five cents). Price—\$5. **Office**—2046 E. Lehigh Ave., Philadelphia. **Underwriter**—A. Sussel Co., 1033 Chestnut St., Philadelphia.

## • Airtronics International Corp. of Florida

June 29, 1961 filed 199,000 common shares of which 110,000 shares are to be offered by the company and 89,000 shares by stockholders. Price—By amendment. **Business**—The manufacture of electronic, mechanical and components. **Proceeds**—For repayment of loans, expansion and working capital. **Office**—6900 West Road 84, Fort Lauderdale, Fla. **Underwriters**—Stein Bros. & Boyce, Baltimore & Vickers, MacPherson & Warwick, Inc. (mgr.). **Offering**—Expected in late October.

## Aksman (L. J.) & Co., Inc.

July 28, 1961 ("Reg. A") 80,000 common shares (par 10 cents). Price—\$3. **Business**—A mechanical contractor in design and installation of heating, ventilating and air conditioning systems. **Proceeds**—For moving, purchase of machinery and equipment, inventory, repayment of loans and working capital. **Office**—1425 Utica Avenue, Brooklyn 3, N. Y. **Underwriters**—Rothenberg, Heller & Co., Inc. and Carroll Co., New York.

## Alaska Honolulu Co.

July 24, 1961 filed 1,600,000 common shares and oil leases on 400,000 acres to be offered in 625 units each consisting of 640 acres and 2,560 shares. Price—\$2,560 per unit. **Business**—The exploration and development of oil and gas properties in Alaska. **Proceeds**—For general corporate purposes. **Office**—120 S. Third St., Las Vegas, Nev. **Underwriter**—None.

## • Albert Voigt Industries, Inc.

Aug. 29, 1961 filed 80,000 common. Price—\$4. **Business**—The manufacture of metal store fixtures, show cases and related items. **Proceeds**—For repayment of loans, working capital, a leasehold improvement and moving expenses. **Office**—14-20 Dunham Pl., Brooklyn, N. Y. **Underwriter**—David Barnes & Co., Inc., N. Y. C.

## • All-American Airways, Inc. (10/2-6)

Aug. 24, 1961 ("Reg. A") 75,000 common. Price—\$4. **Proceeds**—For the purchase of aircraft, inventory, advertising and working capital. **Office**—2 Main St., Ridgefield, Conn. **Underwriter**—Edward Lewis Co., Inc., N. Y.

## • All Star World Wide, Inc.

July 7, 1961 filed \$250,000 of 5% convertible subordinated debentures due 1971 and 150,000 common shares. Price—For debentures, at par; for stock, \$5. **Business**—Joint venture with Brunswick Corp. to establish and operate bowling centers in Europe. **Proceeds**—For expansion and general corporate purposes. **Office**—100 W. Tenth St., Wilmington, Del. **Underwriters**—Alessandrini & Co., Inc. and Hardy & Hardy, New York (managing).

## Allen Organ Co.

Aug. 30, 1961 filed 140,000 class B (non-voting) common, of which 37,000 shares are to be offered by the company and 103,000 by the stockholders. Price—By amendment. **Business**—The manufacture of electronic organs. **Proceeds**—For repayment of a loan, redemption of outstanding preferred, working capital and expansion. **Address**—Macungie, Pa. **Underwriters**—Drexel & Co., Philadelphia, and Warren W. York & Co., Allentown, Pa. (mgrs.).

## ★ Allied Research Associates, Inc.

Sept. 8, 1961 filed \$812,500 of 5% subordinated notes due 1966 and 487,500 common to be offered for public sale in units, each consisting of a \$25 note and 15 shares. Price—\$40 per unit. **Business**—Research, development and instrumentation in a variety of scientific fields. **Proceeds**—For the repayment of debt and working capital. **Office**—43 Leon St., Boston. **Underwriter**—Smith, Barney & Co. Inc., N. Y.

## Allied Stores Corp. (10/9)

Aug. 4, 1961 filed \$27,006,200 of convertible subordinated debentures due Oct. 1, 1981 to be offered for subscrip-

Continued on page 32

## Shulton, Inc. Stock Offered

Public offering of 50,000 shares of class A and 50,000 shares of class B common stock of Shulton, Inc. (Clifton, N. J.) is being made by an underwriting group headed by Smith, Barney & Co., Inc. The stock is priced at \$41.50 a share.

The shares are being sold by the company to provide funds for general corporate purposes including additional working capital required as a result of growth of its business. After the sale Shulton will have outstanding 1,333,850 shares of class A common stock and 1,333,850 shares of class B common stock. Both classes are identical except that each class of stock has the right to elect one-half of the board of directors.

The company is an integrated producer of toiletries, fine organic chemicals, household chemical products and proprietary pharmaceutical specialties. It dis-

tributes its products throughout the United States and in over 60 foreign countries under its principal trade-marks: "Old Spice," "Desert Flower," "Bronzitan," "Technique," and "Bridgeport."

## Wesco Industries Common Offered

First Madison Corp., New York City is offering publicly 80,000 common shares of Wesco Industries, Inc., at \$3 per share. **Proceeds** will be used by the company for moving expenses, equipment, research and development, and working capital.

The company with headquarters in Burbank, Calif., manufactures pumps, mist coolant general tanks and machine component parts for the missile industry.

## New Beckman Branch

MILL VALLEY, Calif.—Beckman & Co., Inc. has opened a branch office at 29 Miller Avenue under the direction of Charles J. Francis.

## Mt. Fuel Supply Debent. Offered

The First Boston Corp. is manager of an underwriting group offering for public sale a new issue of \$18,000,000 Mountain Fuel Supply Co. 4½% debentures due 1986. The issue is priced at 101.09%, providing a yield of 4.80% to maturity.

The company engaged in the production, transmission and distribution of natural gas, will use the net proceeds of the issue to repay \$11,500,000 of bank loans; the balance will be added to general funds.

Mountain Fuel Supply obtains its gas in Colorado, Wyoming and Utah, then transmits and distributes it to some 174,000 customers in Utah and Wyoming. The company also produces and markets oil and other liquid hydrocarbons. Headquarters are in Salt Lake City.

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tion by stockholders on the basis of \$100 of debentures for each ten shares held. **Price**—By amendment. **Business**—The operation of department stores. **Proceeds**—For general corporate purposes. **Office**—401 Fifth Ave., N. Y. **Underwriter**—Lenman Brothers, N. Y. (mgr.)

**Alpine Geophysical Associates, Inc. (10/23-27)**  
July 28, 1961 filed 150,000 common shares. **Price**—By amendment. **Business**—The conducting of marine and land geophysical surveys for petroleum and mining exploration and engineering projects, and the manufacture of oceanographic and geophysical apparatus. **Proceeds**—For repayment of debt and general corporate purposes. **Office**—55 Oak St., Norwood, N. J. **Underwriter**—S. D. Fuller & Co., New York (managing).

**Alson Mfg. Co.**  
Aug. 28, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Proceeds**—For equipment, repayment of loans and working capital. **Office**—2690 N. E. 191st St., Miami, Fla. **Underwriter**—Albion Securities Co., Inc., N. Y.

**Amcrete Corp.**  
May 4, 1961 (letter of notification) 75,000 shares of common stock (par 10 cents). **Price**—\$4 per share. **Business**—The sale of pre-cast and pre-stressed concrete panels for swimming pools and pumps, filters, ladders, etc. **Proceeds**—For building test pools; advertising, inventory and working capital. **Office**—102 Mamaroneck Ave., Mamaroneck, N. Y. **Underwriter**—Vincent Associates, Ltd., 217 Broadway, N. Y.

**American Sports Plan, Inc.**  
June 29, 1961 filed 200,000 common shares. **Price**—\$6. **Business**—The operation of bowling centers. **Proceeds**—For expansion. **Office**—473 Winter Street, Waltham, Mass. **Underwriter**—None.

**American Variety Stores, Inc.**  
Aug. 30, 1961 filed 100,000 common. **Price**—\$4.50. **Business**—The operation of retail discount variety stores. **Proceeds**—For repayment of loans, equipment, and working capital. **Office**—Cleveland at Passaic, Fort Myers, Fla. **Underwriter**—Netherlands Securities Co., Inc., N. Y. (mgr.).

**Amerel Mining Co. Ltd.**  
July 31, 1961 filed 400,000 common shares. **Price**—50 cents. **Business**—The company is engaged in exploration, development and mining. **Proceeds**—For diamond drilling, construction, exploration and general corporate expenses. **Office**—80 Richmond St., W., Toronto. **Underwriter**—E. A. Manning, Ltd., Toronto.

**Amerford International Corp. (9/15)**  
June 28, 1961 ("Reg. A") 75,000 common shares (par 10 cents). **Price**—\$3.50. **Business**—International air and ocean freight forwarding. **Proceeds**—For expansion, advertising and working capital. **Office**—80 Wall St., New York. **Underwriters**—V. S. Wickett & Co., Inc., and Thomas, Williams & Lee, Inc., New York.

**American Automatic Vending Corp.**  
Aug. 15, 1961 filed 270,000 common shares. **Price**—By amendment. **Business**—The sale of merchandise through vending machines. **Proceeds**—For the repayment of debt and other corporate purposes. **Office**—7501 Carnegie Ave., Cleveland, O. **Underwriter**—McDonald & Co., Cleveland.

**American Data Machines, Inc. (9/25-29)**  
Aug. 17, 1961 filed 150,000 common shares. **Price**—\$4.50. **Business**—The manufacture of data processing equipment. **Proceeds**—For repayment of loans, new products, advertising, engineering, new machine tools, working capital and general corporate purposes. **Office**—7 Commercial St., Hicksville, N. Y. **Underwriters**—Amos Treat & Co., Inc. and Galkin Bomback & Co., N. Y. C. (mgr.).

**American Electronic Laboratories, Inc. (9/18-22)**  
May 26, 1961 filed 10,632 shares of class A common stock to be offered for subscription by stockholders at the rate of one new share for each 10 shares held. **Price**—To be supplied by amendment. **Business**—The company is engaged in research and development in the field of electronic communication equipment. **Proceeds**—For construction, new equipment, and other corporate purposes. **Office**—121 North Seventh Street, Philadelphia. **Underwriter**—Suplee, Yeatman, Mosley Co., Inc., Philadelphia, Pa.

**American Finance Co., Inc.**  
April 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1971; 75,000 shares of common stock, and 25,000 common stock purchase warrants to be offered for public sale in units consisting of one \$200 debenture, 30 common shares and 10 warrants. **Price**—\$500 per unit. **Business**—The company and its subsidiaries are primarily engaged in the automobile sale finance business. One additional subsidiary is a Maryland savings and loan association and two are automobile

insurance brokers. **Proceeds**—For the retirement of debentures, and capital funds. **Office**—1472 Broadway, New York City. **Underwriter**—Lomasney, Loving & Co., New York City.

**American Heritage Publishing Co., Inc. (10/17)**  
Aug. 18, 1961 filed 140,000 common shares, of which 75,000 shares are to be offered by the company and 65,000 shares by stockholders. **Price**—By amendment. **Business**—Magazine and book publishing. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—551 Fifth Ave., New York. **Underwriter**—White, Weld & Co., New York (managing).

**American Micro Devices, Inc.**  
Aug. 2, 1961 filed 1,500,000 class A common shares. **Price**—\$1.15. **Business**—The manufacture of electronic components. **Proceeds**—The purchase of equipment and materials, operational expenses, working capital and rewriter—Naftalin & Co., Inc., Minneapolis.

**American Packing Co.**  
June 29, 1961 filed 150,000 common shares. **Price**—\$4.50. **Business**—The processing and sale of canned salmon. **Proceeds**—For general corporate purposes. **Office**—303 N. E. Northlake Way, Seattle. **Underwriter**—Joseph Nadler & Co., Inc., New York (managing).

**American Precision Industries, Inc.**  
Aug. 18, 1961 filed 158,000 common shares, of which 115,000 shares are to be offered by the company and 38,000 shares by stockholders. **Price**—By amendment. **Business**—The machining and fabrication of components and assemblies from steel, aluminum and certain alloys and other metals. **Proceeds**—For a new plant and equipment, research and development, repayment of debt and working capital. **Office**—3901 Union Rd., Buffalo. **Underwriter**—Eastman Dillon, Union Securities & Co., New York (managing).

**American Realty Trust**  
July 25, 1961 filed 500,000 shares of beneficial interests. **Price**—\$10. **Business**—A real estate investment company. **Office**—608 Thirteenth St., N. W., Washington, D. C. **Underwriter**—Stifel, Nicolaus & Co., Inc., St. Louis.

**American Recreation Centers, Inc. (9/20)**  
June 26, 1961 filed \$1,250,000 of series A convertible subordinated debentures due 1973. **Price**—By amendment. **Business**—The operation of seven bowling centers. **Proceeds**—For repayment of loans, working capital and general corporate purposes. **Office**—1721 Eastern Ave., Sacramento, Calif. **Underwriter**—York & Co., San Francisco (managing).

**American Self Service Stores, Inc.**  
Aug. 11, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. **Price**—By amendment. **Business**—The operation of self-service shoe stores. **Proceeds**—For repayment of loans and expansion. **Office**—1908 Washington Avenue, St. Louis. **Underwriter**—Schreck, Richter Co., St. Louis.

**American Technical Machinery Corp.**  
Aug. 29, 1961 filed 95,000 common, of which 65,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—The manufacture of machinery for fabrication of twisted wire brushes. **Proceeds**—For equipment, repayment of loans and working capital. **Office**—29-31 Elm Ave., Mt. Vernon, N. Y. **Underwriter**—M. L. Lee & Co., Inc., N. Y. C. (mgr.).

**Amity Corp.**  
Jan. 17, 1961 filed 88,739 shares of common stock (par \$1). **Price**—\$3 per share. **Business**—Land development, including the building of an air strip, a marina, and a housing cooperative. This is the issuer's first public financing. **Proceeds**—For general corporate purposes, including \$170,000 for construction and \$12,000 for debt reduction. **Office**—Equitable Building, Baltimore, Md. **Underwriter**—Karen Securities Corp., New York City. **Note**—This statement is expected to be refilled.

**Amphicar Corp. of America**  
June 15, 1961 filed 100,000 common shares. **Price**—\$5. **Business**—The manufacture of amphibious automobiles. **Proceeds**—To establish a parts depot in Newark, N. J., set up sales and service organizations, and for working capital and general corporate purposes. **Office**—660 Madison Ave., New York. **Underwriter**—J. J. Krieger & Co., New York.

**Anderson New England Capital Corp.**  
July 21, 1961 filed 400,000 common shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—150 Causeway Street, Boston. **Underwriter**—Putnam & Co., Hartford, Conn. (managing).

**Animal Insurance Co. of America (9/25)**  
June 29, 1961 filed 40,000 common shares. **Price**—\$15.50. **Business**—The insuring of animals, primarily race horses, trotters and pacers. **Proceeds**—For expansion and general corporate purposes. **Office**—92 Liberty St., New York. **Underwriter**—Bernard M. Kahn & Co., Inc., New York (managing).

**Anodyne, Inc. (9/28)**  
June 20, 1961 filed \$625,000 of 5% convertible subordinated debentures, 156,250 common shares reserved for issuance on conversion of the debentures and 5-year warrants to purchase 125,000 common shares to be offered in 6,250 units, each consisting of \$100 of debentures and warrants to purchase 20 shares. The units will be offered for subscription by common stockholders on the basis of one unit for each 100 common shares held. **Price**—\$100 per unit. **Proceeds**—For expansion and working capital. **Office**—1270 N. W. 165th St., North Miami Beach, Fla. **Underwriters**—Ross, Lyon & Co., Inc., and Globus, Inc., New York.

**Ansul Chemical Co.**  
July 24, 1961 ("Reg. A") 12,000 common shares (par \$1). **Price**—By amendment. **Proceeds**—For working capital.

**Address**—Marinette, Wis. **Underwriter**—Paine, Webber, Jackson & Curtis, Milwaukee.

**Apache Realty Corp. (9/18-22)**  
March 31, 1961 filed 1,000 units in the First Apache Realty Program. **Price**—\$5,000 per unit. **Business**—The Program plans to engage in the real estate business, with emphasis on the acquisition, development and operation of shopping centers, office buildings and industrial properties. **Proceeds**—For investment. **Office**—523 Marquette Ave., Minneapolis, Minn. **Underwriter**—Blunt Ellis & Simmons, Chicago (managing).

**Apex Thermoplastics, Inc.**  
Aug. 29, 1961 filed 150,000 common. **Price**—\$2.40. **Business**—The manufacture of thermoplastic compounds for resale to other manufacturers. **Proceeds**—For equipment, sales and advertising and working capital. **Office**—395 Smith St., Brooklyn, N. Y. **Underwriter**—Continental Bond & Shares Corp., Maplewood, N. J.

**Aqua-Lectric, Inc.**  
June 19, 1961 filed 1,000,000 common shares. **Price**—\$1.15. **Business**—The marketing of an electric hot water heating system. **Proceeds**—For inventory, salaries, advertising and promotion, and working capital. **Office**—1608 First National Bank Building, Minneapolis. **Underwriter**—M. H. Bishop & Co., Minneapolis. **Offering**—Expected sometime in October.

**Architectural Marble Co.**  
Aug. 28, 1961 filed 100,000 common. **Price**—\$3.50. **Business**—The cutting, designing, polishing and installing of marble products. **Proceeds**—For plant expansion, inventory and working capital. **Office**—4425 N. E. Sixth Terrace, Oakland Park, Ft. Lauderdale, Fla. **Underwriter**—J. J. Bruno & Co., Inc., Pittsburgh.

**Arista Truck Renting Corp.**  
Aug. 2, 1961 filed 100,000 common shares. **Price**—\$5. **Business**—The renting of trucks in the New York City area. **Proceeds**—For repayment of loans, purchase of equipment, working capital and general corporate purposes. **Office**—285 Bond St., Brooklyn, N. Y. **Underwriter**—None.

**Arizona Color Film Processing Laboratories, Inc.**  
March 23, 1961 filed 2,100,500 shares of common stock to be offered for subscription by common stockholders on the basis of one new share for each share held. **Price**—22 cents per share. **Business**—The processing of black and white and color film. **Proceeds**—To repay loans and for working capital. **Office**—2 North 30th Street, Phoenix, Ariz. **Underwriter**—None.

**Arlan's Dept. Stores, Inc.**  
July 5, 1961 filed 300,000 common shares of which 60,000 shares are to be offered by the company and 240,000 shares by the stockholders. **Price**—By amendment. **Business**—The operation of 12 self-service discount stores. **Proceeds**—For working capital and expansion. **Office**—350 Fifth Ave., New York. **Underwriter**—Eastman Dillon, Union Securities & Co., New York (managing).

**Associated Products, Inc. (10/23-27)**  
Aug. 25, 1961 filed 359,000 common, of which 175,000 are to be offered by the company and 184,000 by stockholders. **Price**—\$17. **Business**—The manufacture of dog and cat food, cosmetics, drug items and toiletries. **Proceeds**—For repayment of loans and working capital. **Office**—445 Park Ave., N. Y. C. **Underwriters**—Allen & Co., N. Y. C. and A. C. Allyn & Co., Chicago (co-mgrs.).

**Astrodata, Inc.**  
Aug. 28, 1961 filed 825,000 shares of capital stock, of which 200,000 will be offered for public sale and 625,000 will be offered for subscription by stockholders of Epsco, Inc., parent, on the basis of one new share for each Epsco share held. **Price**—By amendment. **Business**—The manufacture of electronic data handling equipment, range timing devices and standard electronic products. **Proceeds**—For repayment of loans and working capital. **Office**—240 E. Palms Rd., Anaheim, Calif. **Underwriters**—Granbery, Marache & Co., N. Y. C. and William R. Staats & Co., Los Angeles.

**Atlantic Capital Corp.**  
Aug. 29, 1961 filed 500,000 common. **Price**—\$12.50. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—744 Broad St., Newark, N. J. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y. C. **Offering**—Expected in late October.

**Atlantic Improvement Corp. (10/16-20)**  
Aug. 30, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The development of residential communities. **Proceeds**—Repayment of a loan and construction, general corporate purposes. **Office**—521 Fifth Ave., N. Y. **Underwriters**—Bear, Stearns & Co., and Finkle & Co., N. Y. (mgrs.).

**Atmospheric Controls, Inc.**  
Aug. 22, 1961 ("Reg. A") 40,000 common. **Price**—\$3.50. **Proceeds**—For repayment of loans, acquisition and working capital. **Office**—715 N. Fayette St., Alexandria, Va. **Underwriter**—First Investment Planning Co., Washington, D. C.

**Atmotron, Inc.**  
July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). **Price**—\$1.15. **Proceeds**—For general corporate purposes. **Office**—5209 Hanson Court, Minneapolis. **Underwriter**—J. P. Penn & Co., Inc., Minneapolis.

**Authenticolor Inc.**  
Aug. 29, 1961 filed 148,200 common, of which 136,800 are to be offered by the company and 11,400 by stockholders. **Price**—\$3.25. **Business**—The furnishing of photographic service for the professional market. **Proceeds**—For working capital and repayment of loans. **Office**—525 Lexington Ave., N. Y. C. **Underwriter**—General Economics Corp., N. Y. C.

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**Automata International, Inc.**

Aug. 22, 1961 ("Reg. A") 300,000 common. Price—\$1. Proceeds—For tooling, equipment and working capital. Office—241 S. Robertson Blvd., Beverly Hills, Calif. Underwriter—Pacific Coast Securities Co., San Fran.

**Automated Building Components, Inc. (10/2-6)**

July 28, 1961 filed 100,000 common shares. Price—By amendment. Business—The manufacture of metal conductor plates used in the prefabrication of wooden roof trusses and the manufacture of jigs and presses from which the plates are made. Proceeds—For repayment of loans, expansion and working capital. Office—7525 N. W. 37th Avenue, Miami. Underwriters—Winslow, Cohu & Stetson; Laird, Bissell & Meeds, N. Y. C. (comgrs.).

**Automated Gift Plan, Inc.**

June 12, 1961 ("Reg. A") 100,000 common shares (par 10c). Price—\$3. Business—The manufacture and sale of "Gift Bookards" designed to provide simplified gift giving for business and industry. Proceeds—For advertising, sales promotion, repayment of loans, working capital and the establishment of national dealerships. Office—80 Park Ave., New York. Underwriter—J. Laurence & Co., Inc., New York.

**Automated Sports Centers, Inc. (10/2-6)**

June 28, 1961 filed 1,750 units, each consisting of one \$400 principal amount debenture (with attached warrants) and 120 common. Price—\$1,000 per unit. Business—The operation of bowling centers. Proceeds—For repayment of debt, acquisition of a warehouse and working capital. Office—11459 E. Imperial Hwy., Norfolk, Calif. Underwriter—Holton, Henderson & Co., Los Angeles. Note—The company formerly was named Union Leagues, Inc.

**Avenco Finance Corp.**

Aug. 15, 1961 filed 300,000 common shares. Price—By amendment. Business—The retail financing of time sales to consumers and the financing of dealer sales of aircraft and related equipment. Proceeds—For the repayment of debt. Office—8645 Colesville Rd., Silver Spring, Md. Underwriters—Sterling, Grace & Co., New York and Rouse, Brewer, Becker & Bryant, Inc., Washington, D. C.

**BSF Company**

June 30, 1961 filed \$2,500,000 of 5% convertible subordinated debentures due 1966. Price—At par. Proceeds—To repay debt and as a reserve for possible acquisitions. Office—818 Market St., Wilmington, Del. Underwriter—None.

**Babcock Electronics Corp.**

Aug. 11, 1961 filed 300,000 capital shares, of which 50,000 shares are to be offered by the company and 250,000 shares by stockholders. Price—By amendment. Business—The manufacture of electronic units for remote control of aircraft. Proceeds—For repayment of loans, working capital and general corporate purposes. Office—1640 Monrovia Avenue, Costa Mesa, Calif. Underwriters—Blyth & Co., Inc., New York and Schwabacher & Co., San Francisco (managing).

**Bankers Dispatch Corp.**

July 20, 1961 filed 100,000 outstanding common shares. Price—By amendment. Business—The transportation of commercial paper, documents and non-negotiable instruments for banks. Proceeds—For the selling stockholder. Office—4652 S. Kedzie Avenue, Chicago. Underwriter—E. F. Hutton & Co., Inc., New York.

**Bargain Town, U. S. A., Inc. (9/25)**

July 27, 1961 filed 300,000 common shares, of which 200,000 shares are to be offered by the company and 100,000 shares by the stockholders. Price—\$6. Business—The operation of discount department stores. Proceeds—For the repayment of debt, and working capital. Office—Rockaway Turnpike, North Lawrence, L. I., N. Y. Underwriter—Schweickart & Co., New York (managing).

**Barry-Martin Pharmaceuticals, Inc.**

Aug. 25, 1961 ("Reg. A") 150,000 class A common. Price—\$2. Proceeds—For packaging, advertising, repayment of loans and working capital. Office—4621 Ponce de Leon Blvd., Coral Gables, Fla. Underwriter—Edward Hindley & Co., N. Y. C.

**Beam-Matic Hospital Supply, Inc.**

July 21, 1961 filed 100,000 common shares. Price—\$3. Business—The manufacture of hospital equipment and supplies. Proceeds—For expansion of plant facilities, purchase of equipment, expansion of sales program, development of new products and working capital. Office—25-11 49th Street, Long Island City, N. Y. Underwriter—First Weber Securities Corp., New York.

**Bell Television, Inc.**

Aug. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The manufacture of television antenna, music and sound equipment and closed circuit television systems. Proceeds—For an acquisition, expansion and inventory. Office—552 W. 53rd St., New York 19, N. Y. Underwriter—Netherlands Securities Co., N. Y.

**Bin-Dicator Co.**

Aug. 25, 1961 filed 160,932 common. Price—By amendment. Business—The manufacture of automatic control devices for handling bulk granular or pulverized materials. Proceeds—For the selling stockholders. Office—17190 Denver, Detroit. Underwriter—Smith, Hague & Co., Detroit.

**Binney & Smith, Inc.**

Sept. 8, 1961 filed 171,038 common. Price—By amendment. Business—The manufacture of educational art materials. Proceeds—For the selling stockholders. Office—380 Madison Ave., N. Y. C. Underwriter—Lee Higginson Corp., N. Y. (mgr.).

**NEW ISSUE CALENDAR****September 15 (Friday)**

Amerford International Corp. Common  
(V. S. Wickett & Co., Inc. and Thomas, Williams & Lee, Inc.) \$262,500  
Douglas Microwave Co., Inc. Common  
(J. R. Williston & Beane and Hill, Darlington & Grimm) 100,000 shares  
Universal Surgical Supply Inc. Common  
(Dempsey-Fegeler & Co., Inc.) 200,000 shares

**September 18 (Monday)**

Abbey Automation Systems, Inc. Common  
(John Joshua & Co., Inc.) \$300,000  
Admiral Plastics Corp. Common  
(Shearson, Hammill & Co.) 340,000 shares  
American Electronic Laboratories, Inc. Common  
(Offering to stockholders—underwritten by Suplee, Yeatman, Mosley Co. Inc.) 10,632 shares  
Apache Realty Corp. Units  
(Blunt Ellis & Simmons) \$5,000,000  
Caressa, Inc. Common  
(Shearson, Hammill & Co.) 150,000 shares  
Continental Fund Distributors, Inc. Common  
(Niagara Investors Corp.) \$296,000  
Data Management, Inc. Common  
(M. H. Bishop & Co.) \$3,913,035  
Empire Life Insurance Co. of America Capital  
(Consolidated Securities, Inc.) \$300,000  
First Mortgage Fund Ben. Int.  
(Shearson, Hammill & Co.) \$15,000,000  
Gilbert Youth Research, Inc. Common  
(McDonnell & Co.) 65,000 shares  
Houston Corp. Common  
(Offering to stockholders—no underwriting) 583,334 shares  
Instrument Systems Corp. Common  
(Milton D. Blauner & Co.; M. L. Lee & Co., Inc. and Lieberbaum & Co.) \$750,000  
Lewis (Tillie) Foods, Inc. Common  
(Van Alstyne, Noel & Co.) 400,000 shares  
Liverpool Industries, Inc. Common  
(Arden Perin & Co., Inc.) \$304,950  
M P I Glass Fibers, Inc. Common  
(Atlantic Equities Co.) \$300,000  
Magna Pipe Line Co. Ltd. Common  
(Bear, Stearns & Co. and W. C. Pittfield & Co. Ltd.) 750,000 shares  
Mairs & Power Income Fund, Inc. Common  
(No underwriting) 40,000 shares  
NAC Charge Plan & Northern Acceptance Corp. Class A  
(Sade & Co.) 33,334 shares  
NuTone, Inc. Common  
(Kidder, Peabody & Co.) 375,000 shares  
Olson Co. of Sarasota, Inc. Common  
(Jay Morton & Co., Inc.) \$295,000  
Patent Resources, Inc. Common  
(Darius Inc.; N. A. Hart & Co. and E. J. Roberts & Co. Inc.) 150,000 shares  
Second Financial, Inc. Common  
(Globus Inc.) \$300,000  
Shepard Airtronics, Inc. Common  
(L. C. Wegard & Co.; L. J. Termo & Co., Inc. and Copley & Co.) \$300,000  
Tastee Freez Industries, Inc. Common  
(Bear, Stearns & Co.) 350,000 shares  
Telephones, Inc. Common  
(Hayden, Stone & Co. and McCormick & Co.) 250,000 shares  
Terry Industries, Inc. Common  
(Greenfield & Co., Inc.) 1,728,337 shares  
Transvision Electronics, Inc. Common  
(Adams & Peck) 140,000 Shares  
Tri Metal Works, Inc. Common  
(Offering to stockholders—underwritten by R. L. Scheinman & Co. and Blaha & Co., Inc.) 68,000 shares  
Triangle Instrument Co. Common  
(Armstrong & Co. Inc.) \$300,000  
United Investors Corp. Class A  
(No underwriting) \$761,090  
U. S. Plastic & Chemical Corp. Common  
(Adams & Peck) 125,000 shares

**September 19 (Tuesday)**

Dadan, Inc. Common  
(McDonald, Anderson, Peterson & Co., Inc.) \$184,000  
Drug & Food Capital Corp. Common  
(A. C. Allyn & Co. and Westheimer & Co.) \$5,000,000  
Textifoam, Inc. Common  
(Flomenhaft, Seidler & Co., Inc. and Street & Co., Inc.) 130,000 shares

**September 20 (Wednesday)**

Advanced Electronics Corp. Class A  
(Edward Hindley & Co.) \$300,000  
American Recreation Centers, Inc. Debentures  
(York & Co.) \$1,250,000  
Control Data Corp. Common  
(Dean Witter & Co.) 300,000 shares  
Flato Realty Fund Shares  
(Flato, Bean & Co.) \$20,000,000  
General Forms, Inc. Common  
(Equity Securities Co.) \$300,000  
Greene (M. J.) Co. Common  
(Hess, Grant & Remington Inc.) \$300,000  
Hilco Homes Corp. Units  
(Rambo, Close & Kerner, Inc.) 6,500 units  
Income Planning Corp. Units  
(Espy & Wanderer Inc.) \$200,000  
Missile-Tronics Corp. Common  
(Hopkins, Calamari & Co., Inc.) \$227,850  
Pacific Northwest Bell Telephone Co. Common  
(Offering to stockholders—no underwriting) \$279,351,840  
Strouse, Inc. Debentures  
(H. A. Riecke & Co.) \$600,000  
Universal Moulded Fiber Glass Corp. Common  
(A. G. Edwards & Sons) \$2,750,000

**September 21 (Thursday)**

Pargas, Inc. Common  
(Kidder, Peabody & Co., Inc.) 150,000 shares  
Rabin-Winters Corp. Common  
(H. Hentz & Co.) 180,000 shares

**September 25 (Monday)**

Air Master Corp. Common  
(Francis I. du Pont & Co.) 200,000 shares

American Data Machines, Inc. Common  
(Amos Treat & Co., Inc. and Golkin, Bomback & Co.) \$675,000

Animal Insurance Co. of America Common  
(Bernard M. Kahn & Co., Inc.) \$620,000  
Bargain Town, U. S. A., Inc. Common  
(Schweickart & Co.) \$1,800,000  
Charles Jacquin et Cie, Inc. Common  
(Stroud & Co., Inc.) 140,000 shares  
Cle-Ware Industries, Inc. Common  
(Westheimer & Co.) 195,000 shares  
Consolidated Production Corp. Common  
(Shearson, Hammill & Co.) 200,000 shares  
Continental Leasing Corp. Common  
(H. B. Crandall Co. and Cambridge Securities, Inc.) \$300,000  
Electro-Miniatures Corp. Common  
(Burnham & Co.) \$300,000  
Empire Fund, Inc. Capital  
(A. G. Becker & Co., Inc.) 1,250,000 shares  
General Spray Service, Inc. Units  
(Ross, Lyon & Co., Inc.) \$315,000  
Girder Process, Inc. Common  
(Winslow, Cohu & Stetson) \$422,000  
Glickman Corp. Common  
(Bach & Co. and Hirsch & Co.) 600,000 shares  
Harn Corp. Common  
(J. R. Williston and Beane) 150,000 shares  
Hexagon Laboratories, Inc. Units  
(Stearns & Co.) \$900,000  
Holly Stores, Inc. Common  
(Allen & Co.) 175,000 shares  
Industrial Electronic Hardware Corp. Debentures  
(S. D. Fuller & Co.) \$1,000,000  
Industrial Gauge & Instrument Co., Inc. Common  
(R. F. Dowd & Co. Inc.) \$225,000  
Lewis & Clark Marina, Inc. Common  
(Apache Corp.) \$300,000  
Lowe's Companies, Inc. Common  
(G. H. Walker & Co., Inc.) 388,250 shares  
Marks Polarized Corp. Common  
(Ross, Lyon & Co., Inc. and Globus, Inc.) 95,000 shares  
Medco, Inc. Common  
(Barret, Fitch, North & Co., Inc. and Midland Securities Co., Inc.) 125,000 shares  
Micro-Precision Corp. Common  
(Manufacturers Securities Corp.) \$300,000  
Middle Atlantic Investment Co. Common  
(Best & Garey Co., Inc.) \$700,000  
Midwest Technical Development Corp. Common  
(Lee Higginson Corp. and Piper, Jaffray & Hopwood) 800,000 shares  
Missouri Fidelity Life Insurance Co. Common  
(A. C. Allyn & Co.) 200,000 shares  
Mobile Estates, Inc. Common  
(Harry Odzer Co.) \$840,000  
Mortgage Guaranty Insurance Co. Common  
(Bach & Co.) 155,000 shares  
Movie Star, Inc. Class A  
(Milton D. Blauner & Co., Inc.) 200,000 shares  
Murray Magnetics Corp. Common  
(Amos Treat & Co., Inc.) \$900,000  
National Cleaning Contractors, Inc. Common  
(Bear, Stearns & Co.) 200,000 shares  
National Hospital Supply Co. Common  
(Edward Lewis Co., Inc. and Underhill Securities Corp.) \$300,000  
National Semiconductor Corp. Capital Stock  
(Lee Higginson Corp.) 75,000 shares  
Plasticon Corp. Common  
(No underwriting) \$1,996,998  
Polytronic Research, Inc. Common  
(Jones, Kreeger & Co. and Balogh & Co.) 193,750 shares  
Publishers Vending Services, Inc. Units  
(D. H. Blair & Co.) 6,000 units  
Reeves Broadcasting & Development Corp. Debentures  
(Laird & Co. Corp.) \$2,500,000  
Reher Simmons Research Inc. Capital  
(McLaughlin, Kaufmann & Co.) \$900,000  
Rocky Mountain Natural Gas Co., Inc. Units  
(Merrill Lynch, Pierce, Fenner & Smith Inc.) 75,000 units  
Spectron, Inc. Common  
(Hampstead Investing Corp.) \$381,875  
Sterling Electronics, Inc. Common  
(S. D. Fuller & Co.) 125,200 shares  
Supronics Corp. Common  
(Amos Treat & Co. Inc.; Standard Securities Corp. and Bruno-Lenchner Inc.) 90,000 shares  
TelePrompter Corp. Debentures  
(Bear, Stearns & Co.) \$5,000,000  
Thoroughbred Enterprises, Inc. Common  
(Sandkuhl & Co. Inc.) \$340,000  
United Scientific Laboratories, Inc. Common  
(Continental Bond & Share Corp.) \$720,000  
Universal Publishing & Distributing Corp. Units  
(Allen & Co.) \$750,000  
Valley Title & Trust Co. Common  
(Louis R. Dreyling & Co.) \$600,000  
Vic Tanny Enterprises, Inc. Common  
(S. D. Fuller & Co.) 320,000 shares  
Voron Electronics Corp. Class A  
(John Joshua & Co., Inc. and Reuben Rose & Co.) \$300,000  
Wainrite Stores, Inc. Common  
(Omega Securities Corp.) \$300,000

**September 26 (Tuesday)**

Fairfield Controls, Inc. Common  
(First Philadelphia Corp. and Lieberbaum & Co.) \$150,000  
Pacific Gas & Electric Co. Bonds  
(Bids to be received) \$60,000,000

**September 27 (Wednesday)**

Intercontinental Dynamics Corp. Common  
(M. H. Woodhill Inc.) \$300,000

**September 28 (Thursday)**

Anodyne, Inc. Units  
(Ross, Lyon & Co., Inc. and Globus, Inc.) \$625,000  
Seeburg Corp. Common  
(Offering to stockholders—underwritten by White, Weid & Co.) 303,812 shares

**September 29 (Friday)**

Electro-Tec Corp. Common  
(Harriman Ripley & Co., Inc.) 91,000 shares  
Mite Corp. Capital  
(Kidder, Peabody & Co. and Charles W. Scranton & Co.) 325,000 shares

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**Techno-Vending Corp.**-----Common  
(International Services Corp.) \$300,000

**October 2 (Monday)**

**A-Drive Auto Leasing System, Inc.**-----Class A  
(Hill, Darlington & Grimm) \$1,000,000

**All-American Airways, Inc.**-----Common  
(Edward Lewis Co., Inc.) \$300,000

**Automated Building Components, Inc.**-----Common  
(Winslow, Cohn & Stetson and Laird, Bissell & Meeds)  
100,000 shares

**Automated Sports Centers, Inc.**-----Units  
(Holton, Henderson & Co.) \$1,750,000

**Commonwealth Theatres of Puerto Rico, Inc.**-----Com.  
(J. R. Williston & Beane) \$1,000,000

**Creative Playthings, Inc.**-----Common  
(A. G. Becker & Co., Inc. and Semple, Jacobs & Co., Inc.)  
100,000 shares

**Custom Shell Homes, Inc.**-----Common  
(T. J. McDonald & Co.) \$300,000

**Dressen-Barnes Electronics Corp.**-----Capital  
(Lester, Ryons & Co.) 100,000 shares

**FMC Corp.**-----Debentures  
(Kligger, Peabody & Co.) \$30,000,000

**Fotochrome Inc.**-----Debentures  
(Shearson, Hammill & Co. and Emanuel, Deetjen & Co.)  
\$3,500,000

**Fotochrome Inc.**-----Common  
(Shearson, Hammill & Co. and Emanuel, Deetjen & Co.)  
262,500 shares

**Hannett Industries, Inc.**-----Common  
(Albion Securities Co., Inc.) \$300,000

**Hogan Faximile Corp.**-----Common  
(William R. Staats & Co.) 300,000 shares

**Ivest Fund, Inc.**-----Common  
(Ivest, Inc.) 150,000 shares

**Long Island Bowling Enterprises, Inc.**-----Common  
(Trinity Securities Corp.) \$300,000

**Minichrome, Inc.**-----Common  
(Continental Securities Inc.) \$172,500

**Nuclear Corp. of America**-----Capital  
(Bear, Stearns & Co.) 536,280 shares

**Nuclear Corp. of America**-----Debentures  
(Bear, Stearns & Co.) \$2,087,000

**Old Empire, Inc.**-----Debentures  
(Laird, Bissell & Meeds) \$800,000

**Panoramic Electronics, Inc.**-----Common  
(Hayden, Stone & Co.) 120,000 shares

**Pioneer Astro Industries, Inc.**-----Common  
(Francis I. du Pont & Co.) 150,000 shares

**Public Service Co. of Colorado**-----Bonds  
(Bids 11:30 a. m. EDST) \$30,000,000

**Riverview ASC, Inc.**-----Common  
(Albion Securities Co., Inc.) \$300,000

**Rodney Metals, Inc.**-----Common  
(Amos Treat & Co. Inc.) \$1,400,000

**Semicon, Inc.**-----Common  
(S. D. Fuller & Co.) 125,000 shares

**Shasta Minerals & Chemical Co.**-----Common  
(No underwriting) \$1,250,000

**Southern Realty & Utilities Corp.**-----Units  
(Hirsch & Co. and Lee Higginson Corp.) 6,280 units

**Star Industries, Inc.**-----Class A  
(H. Hents & Co.) 415,576 shares

**Technifoam Corp.**-----Common  
(Stearns & Co.) \$880,000

**Thermo-Chem Corp.**-----Common  
(Best & Garey Co., Inc.) \$585,000

**Valve Corp. of America**-----Common  
(Lomasney, Loving & Co.) \$1,120,000

**October 3 (Tuesday)**

**Gulf States Utilities Co.**-----Debentures  
(Bids 11 a. m.) \$15,000,000

**Northern Indiana Public Service Co.**-----Debentures  
(Offering to stockholders—Bids 11 a. m. CDST) \$20,253,300

**October 4 (Wednesday)**

**Cerro Corp.**-----Common  
(Morgan Stanley & Co. and Smith, Barney & Co., Inc.)  
350,000 shares

**October 9 (Monday)**

**Aero Fidelity Acceptance Corp.**-----Common  
(T. Michael McDarby & Co., Inc., & J. Morris  
Anderson & Associates, Inc.) \$300,000

**Allied Stores Corp.**-----Debentures  
(Offering to stockholders—underwritten by Lehman Bros.)  
\$27,006,200

**Bloomfield Building Industries, Inc.**-----Common  
(Lieberbaum & Co.) \$1,500,000

**Caldor, Inc.**-----Common  
(Ira Haupt & Co.) \$600,000

**Churchill Stereo Corp.**-----Units  
(Lieberbaum & Co.) \$321,300

**First Union Realty**-----Ben. Ints.  
(Harriman Ripley & Co. and Hayden, Miller & Co.)  
1,060,000 shares

**Growth, Inc.**-----Common  
(Mann & Creesy) \$300,000

**Kaufman & Broad Building Co.**-----Common  
(Bache & Co.) 174,500 shares

**Longs Drug Stores, Inc.**-----Common  
(Merrill Lynch, Pierce, Fennner & Smith, Inc.) 190,000 shares

**October 10 (Tuesday)**

**Interstate Fire & Casualty Co.**-----Common  
(White, Weld & Co.) 100,000 shares

**Kansas Power & Light Co.**-----Debentures  
(Bids to be received) \$13,000,000

**Photo-Animation, Inc.**-----Common  
(First Philadelphia Corp.) \$187,500

**Southwestern Research & Development Co.**-----Com.  
(Wilson, Jonsson & Higgins) \$6,000,000

**World Wide Bowling Enterprises, Inc.**-----Common  
(Fraser & Co.) \$520,000

**October 11 (Wednesday)**

**Brinktun, Inc.**-----Common  
(McDonald, Anderson, Peterson & Co., Inc.) \$299,250

**October 13 (Friday)**

**Columbia Research Group**-----Preferred  
(No underwriting) \$5,000,000

**October 16 (Monday)**

**Atlantic Improvement Corp.**-----Common  
(Bear, Stearns & Co. and Finkle & Co.) 150,000 shares

**Cellomatic Battery Corp.**-----Common  
(Armstrong & Co. Inc.) \$250,000

**Cosnat Record Distributing Corp.**-----Common  
(Amos Treat & Co.) 150,000 shares

**Dunlap & Associates, Inc.**-----Common  
(Dominick & Dominick) 75,000 shares

**Electra-Tronics, Inc.**-----Common  
(Jay Morton & Co., Inc.) \$180,000

**First National Realty & Construction Corp.**-----Debs.  
(H. Hents & Co.) \$3,000,000

**Keller Corp.**-----Debentures  
(Casper Rogers & Co., Inc.) \$1,200,000

**Lincoln Fund, Inc.**-----Common  
(Horizon Management Corp.) 951,799 shares

**Marshall Industries**-----Common  
(Offering to stockholders—underwritten by William R. Staats  
& Co. and Shearson, Hammill & Co.) 131,305 shares

**Middle Atlantic Credit Corp.**-----Units  
(R. L. Scheinman & Co. and A. W. Benkert & Co., Inc.)  
\$300,000

**National Bowling Lanes, Inc.**-----Capital  
(Edward Lewis Co., Inc.) \$1,100,000

**Paville Corp.**-----Common  
(Bear, Stearns & Co.) 200,000 shares

**Precision Microwave Corp.**-----Common  
(Peter Morgan & Co.) \$1,650,000

**Ro Ko, Inc.**-----Common  
(Midland Securities Co., Inc. and George K. Baum & Co.)  
\$600,000

**Sav-Mor Oil Corp.**-----Common  
(Armstrong & Co. Inc.) \$230,000

**October 17 (Tuesday)**

**American Heritage Publishing Co., Inc.**-----Common  
(White, Weld & Co.) 140,000 shares

**Northern Natural Gas Co.**-----Common  
(Offering to stockholders—underwritten by Blyth & Co.)  
430,000 shares

**Public Service Electric & Gas Co.**-----Debentures  
(Bids 11 a. m. EDST) \$50,000,000

**October 18 (Wednesday)**

**Dynamic Toy, Inc.**-----Common  
(Hancock Securities Corp.) \$243,000

**Georgia Power Co.**-----Preferred  
(Bids 11 a. m. EDST) \$7,000,000

**Georgia Power Co.**-----Bonds  
(Bids noon EDST) \$10,000,000

**Wisconsin Natural Gas Co.**-----Bonds  
(Bids to be received) \$4,000,000

**October 19 (Thursday)**

**Union Rock & Materials Corp.**-----Common  
(William R. Staats & Co.) 160,000 shares

**October 23 (Monday)**

**Alpine Geophysical Associates, Inc.**-----Common  
(S. D. Fuller & Co.) 150,000 shares

**Associated Products, Inc.**-----Common  
(Allen & Co. and A. C. Allyn & Co.) \$6,103,000

**Executive House, Inc.**-----Units  
(Bear, Stearns & Co. and Strauss, Blosser & McDowell Co.)  
200,000 units

**Guy's Foods, Inc.**-----Common  
(Allen & Co.) \$970,000

**Ihnen (Edward H.) & Son, Inc.**-----Common  
(Amos Treat & Co. Inc.) \$375,000

**Marlene Industries Corp.**-----Common  
(Bernard M. Kahn & Co., Inc.) \$1,575,000

**Transcontinental Investing Corp.**-----Debentures  
(Lee Higginson Corp.) \$10,000,000

**Wonderbowl, Inc.**-----Common  
(Standard Securities Corp.) \$300,000

**October 25 (Wednesday)**

**Natpac Inc.**-----Common  
(William, David & Mottl, Inc.) \$475,000

**New England Power Co.**-----Bonds  
(Bids 11 a. m. EDST) \$20,000,000

**Pickwick International, Inc.**-----Common  
(William, David & Mottl, Inc.) \$300,000

**October 30 (Monday)**

**First Western Financial Corp.**-----Common  
(A. C. Allyn & Co.) 450,000 shares

**Handschy Chemical Co.**-----Common  
(Blunt Ellis & Simmons) 150,000 shares

**November 2 (Thursday)**

**Kent Dry Cleaners, Inc.**-----Common  
(Arnold Malkan & Co., Inc.) \$825,000

**November 6 (Monday)**

**Lusk Corp.**-----Units  
(Burnham & Co.) 50 units

**Pacific States Steel Corp.**-----Capital  
(First California Co., Inc. and Schwabacher & Co.) \$600,000

**Trans-Lux Corp.**-----Common  
(Bear, Stearns & Co.) 250,000 shares

**November 13 (Monday)**

**Realtone Electronics Corp.**-----Common  
(Lieberbaum & Co.) \$400,000

**Royal Land & Development Corp.**-----Common  
(Lieberbaum & Co.) \$2,000,000

**November 14 (Tuesday)**

**Rochester Gas & Electric Corp.**-----Bonds  
(Bids 11 a. m. EST) \$15,000,000

**November 15 (Wednesday)**

**Pacific Northwest Bell Telephone Co.**-----Debentures  
(Bids to be received) \$50,000,000

**November 21 (Tuesday)**

**Consolidated Edison Co. of New York, Inc.**-----Bonds  
(Bids 11 a. m. EDT) \$50,000,000

**December 5 (Tuesday)**

**Virginia Electric & Power Co.**-----Bonds  
(Bids to be received) \$15,000,000

**March 5, 1962 (Monday)**

**West Penn Power Co.**-----Bonds  
(Bids to be received) \$25,000,000

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**Black & Decker Manufacturing Corp.**  
Aug. 11, 1961 filed 120,000 outstanding common shares. Price—By amendment. Business—The manufacture of power tools. Proceeds—For the selling stockholder. Office—Towson, Md. Underwriter—Eastman Dillon, Union Securities & Co., New York (managing).

**Bloch Brothers Tobacco Co.**  
July 3, 1961 ("Reg. A") 4,000 common shares (par \$12.50). Price—By amendment. Proceeds—For the selling stockholders. Office—4000 Water St., Wheeling, W. Va. Underwriter—Fulton, Reid & Co., Inc., Cleveland.

**Bloomfield Building Industries, Inc. (10/9-13)**  
June 29, 1961 filed 300,000 class A common shares. Price—\$5. Proceeds—For advances to a subsidiary, purchase of additional land and the construction of buildings thereon. Office—3355 Poplar Ave., Memphis, Tenn. Underwriter—Lieberbaum & Co., New York.

**Boro Electronics, Inc.**  
Aug. 30, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The distribution of electronic products manufactured by others. Proceeds—For inventory, equipment, advertising, promotion, working capital and repayment of loans. Office—69-18 Roosevelt Ave., Woodside, N. Y. Underwriter—McLaughlin, Kaufman & Co., N. Y.

**Bowl-Tronics, Inc.**  
Aug. 16, 1961 ("Reg. A") 100,000 common shares. Price—\$2.30. Business—The company plans to develop electronic calculators for the sports industry to record changing data. Proceeds—For working capital and expansion. Office—1319 F St., N. W., Washington, D. C.

**Underwriters—Fund Securities, Inc., Staten Island, N. Y. and Barry, de Sibour & Co., Washington, D. C.**

**Bowling Internazionale, Ltd.**  
June 30, 1961 filed 200,000 common shares. Price—\$5. Proceeds—For the construction or acquisition of a chain of bowling centers principally in Italy, and for expansion and working capital. Office—80 Wall St., New York. Underwriters—V. S. Wickett & Co., and Thomas, William, & Lee, Inc., New York City.

**Bradley Industries, Inc.**  
July 25, 1961 filed 70,000 common shares (par \$1). Price—\$5. Business—The manufacture of plastic boxes and containers. Proceeds—For repayment of loans, purchase of additional molds, acquisition of a new plant, working capital and general corporate purposes. Office—1650 N. Damen Ave., Chicago. Underwriter—D. E. Liederman & Co., Inc., New York.

**Brinktun, Inc. (10/11)**  
July 28, 1961 ("Reg. A") 133,000 common shares (par 70 cents). Price—\$2.25. Proceeds—Repayment of loans and working capital. Office—710 N. Fourth Street, Minneapolis. Underwriter—McDonald, Anderson, Peterson & Co., Inc., Minneapolis.

**Brite Universal, Inc.**  
July 31, 1961 filed 100,000 common shares and \$1,000,000 of 10% subordinated debentures due 1966 to be offered for public sale and 108,365 common shares to be offered for subscription by stockholders of Brite Universal, Inc. (N. Y.) parent company, on the basis of 2½ shares for each class A and class B shares held. Price—By amendment. Business—The operation of a consumer

finance business in N. Y., N. J., and Pa. Office—441 Lexington Avenue, New York City. Underwriter—None.

**British-American Construction & Materials Ltd.**  
July 7, 1961 filed \$3,500,000 (U. S.) debentures, 6% sinking fund series due 1981 (with warrants) and 300,000 outstanding common shares. Price—By amendment. Business—A construction company. Proceeds—Debentures—For repayment of debt, construction, acquisition and working capital. Stock—For the selling stockholders. Office—Jarvis Ave., at Andrews St., Winnipeg, Manitoba, Canada. Underwriter—P. W. Brooks & Co., Inc., N. Y.

**Bronzini, Ltd.**  
Aug. 23, 1961 filed 125,000 common. Price—\$6. Business—The manufacture of men's wear accessories. Proceeds—For redemption of the 10% preferred stock, repayment of a loan, expansion and working capital. Office—720 Fifth Ave., N. Y. Underwriter—A. J. Gabriel & Co., Inc., N. Y.

**Buffums'**  
Aug. 7, 1961 filed 40,000 common shares. Price—By amendment. Business—The operation of department stores in Southern California. Proceeds—For general corporate purposes. Office—Pine at Broadway, Long Beach, Calif. Underwriter—Lester, Ryons & Co., Los Angeles.

**Bundy Electronics Corp.**  
Aug. 22, 1961 filed 100,000 common shares. Price—\$4. Business—The design, development and manufacture of electronic components for space and earth communications. Proceeds—For moving expenses, repayment of debt and working capital. Office—171 Fabian Place, Newark. Underwriters—Bruno-Lenchner, Inc., Pittsburgh and Harry Odzer Co., New York (co-managing).



**Burns (William J.) International Detective Agency, Inc.**

Aug. 22, 1961 filed 175,000 class A common shares. Price—\$1.15. Business—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. Proceeds—For working capital. Office—Kirk Boulevard, Greenville, S. C. Underwriter—To be named. Offering—Expected in late October.

**Cable Carriers, Inc.**

March 23, 1961 filed 196,109 shares of capital stock. Price—\$1.15. Business—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. Proceeds—For working capital. Office—Kirk Boulevard, Greenville, S. C. Underwriter—To be named. Offering—Expected in late October.

**Caldor, Inc. (10/9-13)**

July 27, 1961 filed 120,000 common shares. Price—\$5. Business—The operation of retail discount stores. Proceeds—For expansion and working capital. Office—69 Jefferson St., Stamford, Conn. Underwriter—Ira Haupt & Co., New York (managing).

**California Growth Capital Inc.**

July 18, 1961 filed 200,000 common shares. Price—\$12.50. Business—A small business investment company. Proceeds—For investment. Office—111 Sutter St., San Francisco, Calif. Underwriters—H. M. Byllesby & Co., Inc., Chicago and Birr & Co., Inc., San Francisco.

**California Real Estate Investors**

Aug. 17, 1961 filed 1,000,000 shares of beneficial interest. Price—\$10. Business—Real estate investment. Office—12014 Wilshire Blvd., Los Angeles. Underwriter—Harnack, Gardner & Co., (same address) (managing).

**Camp Chemical Co., Inc.**

Aug. 25, 1961 filed 110,000 capital shares. Price—\$3. Business—The manufacture of sanitation chemicals. Proceeds—For advertising, additional sales personnel, inventories and accounts receivable. Office—Second Ave., and 13th St., Brooklyn, N. Y. Underwriter—Russell & Saxe, Inc., N. Y. C.

**Canbow Centers Ltd.**

Aug. 4, 1961 filed 131,500 common shares to be offered for subscription by stockholders of American Bowling Enterprises, Inc., parent company, on the basis of one share for each four American shares held. Price—\$5.50. Business—The operation of bowling centers. Proceeds—For working capital and the construction and operation of bowling centers. Office—100 Wilder Bldg., Rochester, N. Y. Underwriter—None.

**Capital Income Fund, Inc.**

July 3, 1961 filed 30,000 common shares. Price—By amendment. Business—A mutual fund. Proceeds—For investment. Office—900 Market St., Wilmington, Del. Underwriter—Capital Management Corp., Miami (mgr.).

**Capitol Research Industries, Inc.**

June 28, 1961 filed 165,000 common shares and 75,000 common stock purchase warrants. Price—For stock, \$2; for warrants, 20 cents. Business—The manufacture of X-ray film processing machines. Proceeds—For repayment of loans and working capital. Office—4206 Wheeler Avenue, Alexandria, Va. Underwriter—None.

**Carboline Co.**

Aug. 4, 1961 filed 100,000 common shares, of which 35,000 shares are to be offered by the company and 65,000 shares by stockholders. Price—\$5. Business—The manufacture of synthetic linings and coatings for industrial use. Proceeds—For repayment of loans, research and working capital. Office—32 Hanley Industrial Court, St. Louis. Underwriter—Reinholdt & Gardner, St. Louis.

**Card Key Systems, Inc.**

July 28, 1961 ("Reg. A") 60,000 common shares (no par). Price—\$5. Proceeds—For research and development, advertising equipment and working capital. Office—923 S. San Fernando Boulevard, Burbank, Calif. Underwriter—Rutner, Jackson & Gray, Inc., Los Angeles.

**Caressa, Inc. (9/18-22)**

Aug. 2, 1961 filed 150,000 common shares, of which 75,000 will be sold by the company and 75,000 by a stockholder. Price—By amendment. Business—The manufacture of women's shoes. Proceeds—The company will use its share of the proceeds for expansion, the repayment of debt and for other corporate purposes. Office—5300 N. W. 37th Ave., Miami, Fla. Underwriter—Shearson, Hammill & Co., New York (managing).

**Casavan Industries, Inc.**

Aug. 21, 1961 filed 275,000 capital shares. Price—By amendment. Business—The production and importation of marble and vitreous mosaic products used in the building construction field. Proceeds—For equipment, inventory, leasehold improvements, construction, repayment of loans and general corporate purposes. Office—250 Vreeland Ave., Paterson, N. J. Underwriter—None.

**Catamount, Inc.**

Aug. 23, 1961 ("Reg. A") \$30,000 of debentures due Sept. 1, 1976, to be offered in units of \$500. Price—At par. Proceeds—For operation of a ski resort. Address—Egmont, Mass. Underwriter—Kennedy & Peterson, Inc., Hartford, Conn.

**Cellomatic Battery Corp. (10/16)**

June 20, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$2.50. Proceeds—For repayment of debt, inventory and working capital. Office—300 Delaware Avenue, Archbald, Pa. Underwriter—Armstrong & Co., Inc., New York.

**Cerro Corp. (10/4)**

Aug. 24, 1961 filed 350,000 common. Price—By amendment. Business—The mining, refining and smelting of nonferrous metals in Peru and the production of copper wire, brass and bronze rods, aluminum sheet and coils in the U. S. Proceeds—For general corporate purposes.

Office—300 Park Ave., N. Y. C. Underwriters—Morgan Stanley & Co., and Smith, Barney & Co., Inc., N. Y. C.

**Challenger Products, Inc.**

June 30, 1961 filed 125,000 common shares. Price—\$5. Proceeds—For the repayment of debt, purchase of new equipment, and working capital. Office—2934 Smallman St., Pittsburgh, Pa. Underwriter—To be named.

**Charles Jacquinet et Cie, Inc. (9/25-29)**

July 7, 1961 filed 140,000 common shares of which 20,000 shares are to be offered by the company and 120,000 shares by stockholders. Price—By amendment. Business—The production of cordials, vodka, rum, brandy, etc. Proceeds—For working capital, sales promotion and advertising. Office—2633 Trenton Ave., Philadelphia. Underwriter—Stroud & Co., Inc., Philadelphia (mgr.).

**Charter Industries, Inc.**

June 22, 1961 filed 100,000 common shares. Price—\$4. Business—The manufacture of molded plastic products. Proceeds—For starting up production and plant expansion. Office—388 Codwise Ave., New Brunswick, N. J. Underwriter—Standard Securities Corp., N. Y. (mgr.).

**Church Builders, Inc.**

Feb. 6, 1961 filed 50,000 shares of common stock, series 2. Price—\$5.50 per share. Business—A closed-end diversified investment company of the management type. Proceeds—For investment. Office—501 Bailey Avenue, Fort Worth, Texas. Distributor—Associates Management, Inc., Fort Worth, Texas.

**Churchill Stereo Corp. (10/9-13)**

July 17, 1961 105,000 common shares and 105,000 attached five-year warrants to be offered in units of one share and one warrant. Price—\$3.60 per unit. Business—The manufacture of stereophonic, hi-fidelity, radio and/or television equipment and the operation of six retail stores. Proceeds—For expansion, repayment of loans, working capital and other corporate purposes. Office—200 E. 98th Street, Brooklyn, N. Y. Underwriter—Lieberbaum & Co., New York (managing).

**Cineque Colorfilm Laboratories, Inc.**

Aug. 29, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—The production of slides and color film strips. Proceeds—For equipment, sales promotion and advertising. Office—424 E. 89th St., N. Y. Underwriter—Paul Eisenberg Co., N. Y.

**Citation Industries, Inc.**

Aug. 28, 1961 filed \$470,000 of 6½% convertible debentures due 1969 and 94,000 common to be offered in units consisting of one \$100 debenture and 20 common. Price—\$200 per unit. Business—The manufacture of prefabricated and shell homes. Proceeds—For general corporate purposes. Office—129 S. Claiborne, New Orleans. Underwriter—None.

**Citizens Life Ins. Co. of New York**

Sept. 8, 1961 filed 147,000 common, of which 100,000 will be sold by the company and 47,000 by a stockholder. Price—By amendment. Business—The writing of ordinary life, group life and group credit life insurance. Proceeds—For investment in income producing securities. Office—33 Maiden Lane, N. Y. Underwriter—A. G. Becker & Co., N. Y. (mgr.).

**Clarise Sportswear Co., Inc.**

July 21, 1961 filed 125,000 common shares, of which 75,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—\$5. Business—The manufacture of women's sportswear. Proceeds—For working capital. Office—141 W. 36th Street, New York. Underwriters—Alessandrini & Co., Inc. and Hardy & Hardy, New York (co-managing).

**Cle-Ware Industries, Inc. (9/25-29)**

July 25, 1961 filed 195,000 common shares of which 160,000 shares are to be offered by the company and 35,000 shares by stockholders. Price—By amendment. Business—The wholesaling of parts, chemicals and accessories related to the automotive and marine fields. Proceeds—For repayment of loans, working capital and other corporate purposes. Office—10604 St. Clair Ave., Cleveland. Underwriter—Westheimer & Co., Cincinnati.

**Clute (Francis H.) & Son, Inc.**

July 3, 1961 filed 1,000,000 common shares. Price—\$1.50. Business—The manufacture of farm and industrial equipment. Proceeds—For materials and inventory, research and development and working capital. Office—1303 Elm St., Rocky Ford, Colo. Underwriter—Stone, Altman & Co., Inc., Denver.

**Cole Vending Industries, Inc.**

Aug. 28, 1961 filed 115,000 common. Price—By amendment. Business—The manufacture, sale and servicing of vending machines. Proceeds—For working capital. Office—560 W. Lake St., Chicago. Underwriter—Straus, Blosser & McDowell, Chicago (mgr.).

**Color Reproductions, Inc.**

May 10, 1961 (letter of notification) 950 units of \$95,000 of 6% subordinated debentures, due June 30, 1971, and 47,500 shares of common stock (par one cent) to be offered in units, each unit consisting of \$100 of debentures and 50 shares of common stock. Price—\$287.50 per unit. Business—The company makes color photographs and reproductions for churches, institutions, seminaries and schools. Proceeds—For equipment; sales promotion; repayment of loans; construction of buildings and improvements of facilities. Office—202 E. 44th St., N. Y. Underwriter—William, David & Mott, Inc., N. Y.

**Columbia Research Group (10/13)**

June 20, 1961 filed 5,000,000 preferred shares (par one cent). Price—\$1. Business—The production of religious and educational phonograph records. Proceeds—For general corporate purposes. Office—3600 Market Street, Salt Lake City, Utah. Underwriter—None.

**Columbian Bronze Corp.**

July 13, 1961 filed 150,000 common shares. Price—\$5. Business—The manufacture of marine propellers and

electronic equipment, hydraulic products and metal furniture. Proceeds—For repayment of loans and expansion. Office—216 N. Main St., Freeport, N. Y. Underwriter—Lomasney, Loving & Co., New York (managing).

**Combined Insurance Co. of America**

Aug. 25, 1961 filed 300,000 common. Price—By amendment. Proceeds—For the selling stockholders. Business—The writing of accident and health insurance. Office—5050 Broadway, Chicago. Underwriter—Smith, Barney & Co., N. Y. C. (mgr.).

**Commonwealth Theatres of Puerto Rico, Inc. (10/2-6)**

July 28, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—\$10. Business—The operation of a chain of theatres in Puerto Rico. Proceeds—For construction of a drive-in movie theatre, building renovations and general corporate purposes. Address—Santurce, Puerto Rico. Underwriter—J. R. Williston & Beane, New York (managing).

**Comptometer Corp.**

March 31, 1961 filed 160,401 shares of common stock to be offered for subscription by holders of outstanding common stock; 6½% subordinated convertible sinking fund debentures, series A, due 1970; and option agreements for the purchase of common shares. Warrants will be issued on the basis of one right for each common share held on the record date, one right for each share issuable upon conversion of a series A debenture, as if such debenture had been converted, and one right for each share issuable under the option agreements. The warrants will provide that one new share will be issuable for each eight rights tendered. Price—To be supplied by amendment. Business—The company's activities are organized on a divisional basis—Business Machines, Communications and Electronics, Business Forms, Burke Golf and Worthington Golf Ball Divisions. Proceeds—For the repayment of debt and for working capital. Office—5600 West Jarvis Ave., Chicago, Ill. Underwriters—To be named.

**Consolidated Chemical & Paint Corp.**

Aug. 29, 1961 filed \$275,000 of 6½% subordinated convertible debentures due 1968 and 68,750 common to be offered in units consisting of \$100 of debentures and 25 common. Price—\$200 per unit. Business—The company manufactures from oil, chemicals and pigments, diverse basic paint lines. Proceeds—For retirement of outstanding 6% debentures, repayment of debt and working capital. Office—456 Driggs Ave., Brooklyn, N. Y. Underwriters—Armstrong & Co., N. Y., and L. C. Wegard & Co., Trenton, N. J. Offering—Expected in December.

**Consolidated Production Corp. (9/25-29)**

May 26, 1961 filed 200,000 shares of common stock. Price—To be supplied by amendment. Business—The company, which plans to change its name to Consolidated Production Corp., buys and manages fractional interests in producing oil and gas properties. Proceeds—For investment, and working capital. Office—14 North Robinson, Oklahoma City, Okla. Underwriter—Shearson, Hammill & Co., New York City (managing). Note—This company formerly was named Cadon Production Corp.

**Consolidated Vending Corp.**

Aug. 29, 1961 filed \$150,000 of 6% debentures due 1971 and 50,000 common to be offered in units each consisting of \$150 of debentures and 50 common. Price—\$400 per unit. Business—The operation of vending machines. Proceeds—For repayment of loans, new equipment and working capital. Office—129 S. State St., Dover, Del. Underwriter—William, David & Mott, Inc., N. Y. C.

**Consumers Utilities Corp.**

July 27, 1961 filed 302,000 outstanding common shares to be offered for subscription by stockholders of Mobilife Corp., of Bradenton, Fla., parent company, on the basis of 3 Consumers shares for each 5 Mobilife shares held. Price—By amendment. Business—The acquisition, construction and operation of water-treatment and sewage-disposal plants in suburban areas of Florida. Proceeds—For the selling stockholder (Mobilife Corp.) Office—Sarasota, Fla. Underwriter—Golkin, Bomback & Co., New York City.

**Continental Fund Distributors, Inc. (9/18-22)**

April 13, 1961 filed 295,000 common shares and 296,000 warrants for the purchase of stock of Continental Management Corp., advisor to Continental Growth Fund, Inc. The securities will be offered for public sale in units of one common share and one warrant. Price—\$1 per unit. Business—The company is the sponsor of Continental Growth Fund, Inc. Proceeds—For expansion. Office—366 Fifth Ave., New York City. Underwriter—Niagara Investors Corp., N. Y. Offering—Imminent.

**Continental Leasing Corp. (9/25-29)**

June 19, 1961 ("Reg. A") 100,000 common shares (par one cent). Price—\$3. Proceeds—For purchase of new automobiles, advertising and promotion, and working capital. Office—527 Broad St., Sewickley, Pa. Underwriter—H. B. Crandall Co. and Cambridge Securities, Inc., New York.

**Continental-Pacific Industries, Inc.**

July 21, 1961 ("Reg. A") 300,000 common shares (par 10 cents). Price—\$1. Proceeds—For repayment of loans, tooling, a patent purchase, salaries, inventory and working capital. Office—1299 Bay Shore Blvd., Burlingame, Calif. Underwriter—Amos C. Sudler & Co., Denver.

**Continental Real Estate Investment Trust**

Aug. 3, 1961 filed 300,000 shares of beneficial interest. Price—\$10. Business—Real estate. Proceeds—For investment. Office—530 St. Paul Place, Baltimore. Underwriter—F. Baruch & Co., Inc., Washington, D. C. (managing).

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**Continental Vending Machine Corp.**

Aug. 11, 1961 filed \$5,052,700 of 6% convertible subordinated debentures due 1976, to be offered for subscription by stockholders on the basis of \$100 of debentures for each 80 common shares held. **Price**—By amendment. **Business**—The manufacturing of vending machines. **Proceeds**—For repayment of loans and working capital. **Office**—956 Brush Hollow Road, Westbury, L. I., N. Y. **Underwriter**—Hardy & Co., New York (managing).

**Control Data Corp. (9/20)**

Aug. 10, 1961 filed 300,000 common shares. **Price**—By amendment. **Business**—The manufacture of mechanical equipment. **Proceeds**—For repayment of loans, working capital and general corporate purposes. **Office**—501 Park Avenue, Minneapolis. **Underwriter**—Dean Witter & Co., San Francisco (managing).

**Control Lease Systems, Inc.**

July 21, 1961 ("Reg. A") 225,000 common shares (par 10 cents). **Price**—\$1.15. **Proceeds**—For equipment, research and development and capital expenditures. **Office**—3386 Brownlow Ave., St. Louis Park, Minn. **Underwriters**—M. H. Bishop & Co., and J. P. Penn & Co., Inc., Minneapolis.

**Cook (L. L.)**

Aug. 4, 1961 filed 49,736 common shares, of which 9,600 shares are to be offered by the company and 40,136 shares by stockholders. **Price**—By amendment. **Business**—The processing of photographic film, wholesaling of photographic supplies and the manufacture of post cards. **Proceeds**—For general corporate purposes. **Office**—1830 N. 16th St., Milwaukee. **Underwriter**—Milwaukee Co., Milwaukee (managing).

**★ Cooke Engineering Co.**

Sept. 12, 1961 filed 32,000 common. **Price**—\$11. **Business**—The manufacture of electronic products and engineering services. **Proceeds**—For equipment, new products, sales promotion and working capital. **Office**—735 N. St., Asaph St., Alexandria, Va. **Underwriter**—Jones, Kreeger & Co., Washington, D. C.

**Cosmetic Chemicals Corp.**

June 28, 1961 filed 100,000 common shares (par one cent). **Price**—\$4. **Business**—The distribution of cosmetics. **Proceeds**—For advertising, sales expenses, inventory, research, working capital and other corporate purposes. **Office**—5 E. 52nd Street, New York. **Underwriter**—Nance-Keith Corp., New York.

**Cosmetically Yours, Inc.**

Aug. 23, 1961 filed 42,500 common. **Price**—\$4. **Business**—The manufacture of cosmetics. **Proceeds**—For repayment of a loan, advertising, equipment, inventory, research and development and working capital. **Office**—15 Clinton St., Yonkers, N. Y. **Underwriter**—P. J. Gruber & Co., Inc., N. Y.

**Cosmo Book Distributing Co.**

July 6, 1961 filed 110,000 common shares. **Price**—\$3. **Business**—The wholesale distribution of books. **Proceeds**—For repayment of a loan, inventory, working capital and general corporate purposes. **Office**—1130 Madison Ave., Elizabeth, N. J. **Underwriter**—Frank Karasik & Co., Inc., New York.

**• Cosnat Record Distributing Corp. (10/16-20)**

May 26, 1961 filed 150,000 shares of common stock, of which 105,556 shares are to be offered for public sale by the company and 44,444 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and distribution of phonograph records. **Proceeds**—For the repayment of debt, and working capital. **Office**—315 W. 47th St., N. Y. **Underwriter**—Amos Treat & Co., N. Y. C. (mgr.)

**• Cowles Magazines & Broadcasting, Inc.**

Aug. 30, 1961 filed 350,000 capital shares. **Price**—By amendment. **Business**—The publication of "Look" magazine, the sale of subscriptions to other magazines and the operation of TV and radio stations. **Proceeds**—For general corporate purposes. **Office**—488 Madison Ave., N. Y. **Underwriter**—Goldman, Sachs & Co., N. Y. C. **Offering**—Expected in late October.

**Cramer Electronics, Inc.**

July 27, 1961 filed 150,000 common shares, of which 107,250 shares are to be offered by the company and 42,750 shares by the stockholders. **Price**—By amendment. **Business**—The distribution of electronic components and equipment. **Proceeds**—For repayment of loans, inventory and working capital. **Office**—811 Boylston St., Boston. **Underwriter**—Carl M. Loeb, Rhoades & Co., N. Y. (mgr.)

**• Crank Drug Co.**

July 3, 1961 filed 130,000 common shares. **Price**—By amendment. **Business**—The operation of retail drug stores. **Proceeds**—For repayment of loans, and for expansion. **Office**—1947 E. Meadowmere St., Springfield, Mo. **Underwriter**—Reinholdt & Gardner, St. Louis (mgr.). **Offering**—Temporarily postponed.

**Creative Electronics, Inc.**

Aug. 29, 1961 filed 75,000 class A. **Price**—By amendment. **Business**—The manufacture of audio reproduction devices, associated products and electrical transformers. **Proceeds**—For expansion, inventory, working capital and general corporate purposes. **Office**—4008 S. Michigan Ave., Chicago. **Underwriter**—None.

**Creative Playthings, Inc. (10/2-6)**

July 28, 1961 filed 100,000 common shares. **Price**—By amendment. **Business**—The manufacture of equipment and material for children. **Proceeds**—For research and development, expansion, repayment of loans and working capital. **Address**—Cranbury, N. J. **Underwriter**—A. G. Becker & Co., Inc., Chicago and Semple, Jacobs & Co., Inc., St. Louis.

**• Cromwell Business Machines, Inc.**

Aug. 1, 1961 ("Reg. A") 100,000 common shares (par 50 cents). **Price**—\$3. **Proceeds**—For repayment of loans, machinery, leasehold improvements, advertising and working capital. **Office**—7451 Coldwater Canyon Avenue, North Hollywood, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco.

**Crossway Motor Hotels, Inc.**

Aug. 4, 1961 filed 70,000 common shares. **Price**—\$5. **Business**—The operation of a motor hotel chain. **Proceeds**—For acquisition, expansion and the repayment of debt. **Office**—54 Tarrytown Rd., White Plains, N. Y. **Underwriter**—Candee & Co., New York.

**• Custom Shell Homes, Inc. (10/2)**

May 8, 1961 (letter of notification) 120,000 shares of common stock (par 10 cents). **Price**—\$2.50 per share. **Proceeds**—To erect sample homes, repay a loan, and for expansion and working capital. **Office**—412 W. Saratoga St., Baltimore, Md. **Underwriter**—T. J. McDonald & Co., Washington, D. C.

**Dadan, Inc. (9/19)**

June 29, 1961 ("Reg. A") 160,000 common shares (par 50 cents). **Price**—\$1.15. **Business**—The manufacture of games. **Proceeds**—For repayment of loans, development of new products and working capital. **Office**—209 Wilder Bldg., Rochester 14, N. Y. **Underwriter**—McDonald, Anderson, Peterson & Co., Inc., Minneapolis.

**Dale Systems, Inc.**

Aug. 9, 1961 filed 100,000 common shares. **Price**—\$3.50. **Business**—A shopping service which checks the efficiency of retail sales employees. **Proceeds**—For expansion and general corporate purposes. **Office**—1790 Broadway, New York. **Underwriter**—Theodore Arrin & Co., Inc., New York.

**• Data Management, Inc. (9/18-22)**

July 17, 1961 ("Reg. A") 260,869 class A common shares (par 10 cents). **Price**—\$1.15. **Proceeds**—For purchase of equipment, investments, and working capital. **Office**—1608 First National Bank Building, Minneapolis. **Underwriter**—M. H. Bishop & Co., Minneapolis.

**Datom Industries, Inc.**

July 17, 1961 filed 112,500 common shares. **Price**—\$4. **Business**—The manufacture of electrical products such as transistorized and conventional tube radios, portable phonographs and educational kits. **Proceeds**—For working capital and other corporate purposes. **Office**—350 Scotland Road, Orange, N. J. **Underwriter**—Robert L. Fetsch & Co., Miami, Fla. (managing).

**Delta Capital Corp.**

Aug. 9, 1961 filed 500,000 common shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—610 National Bank of Commerce Building, New Orleans. **Underwriters**—Blair & Co., New York and Howard, Weil, Labouisse, Friedrichs & Co., New Orleans (managing).

**Delta Sonics, Inc.**

Aug. 3, 1961 ("Reg. A") 100,000 common shares (par \$1). **Price**—\$3. **Business**—The manufacture of ultrasonic and electronic systems and components. **Proceeds**—For plant and equipment; material and inventory; repayment of a loan and working capital. **Office**—12918 Gerise Ave., Hawthorne, Calif. **Underwriter**—Haas, Lidster & Co., Los Angeles.

**Delta Venture Capital Corp.**

July 13, 1961 filed 520,000 common shares. **Price**—\$3.30. **Business**—An investment company. **Proceeds**—For investment. **Office**—1011 N. Hill St., Hopkins, Minn. **Underwriter**—None.

**Dennis Real Estate Investment Trust**

July 24, 1961 filed 100,000 shares of beneficial interest. **Price**—\$100. **Business**—A real estate investment company. **Office**—90 State Street, Albany, N. Y. **Underwriter**—None.

**Dero Research & Development Corp.**

Aug. 24, 1961 ("Reg. A") 54,000 common. **Price**—\$2.40. **Business**—The manufacture of FM Deviation Monitors. **Proceeds**—For development, expansion, advertising and working capital. **Office**—Broadway and Park Ave., Huntington, N. Y. **Underwriter**—James Co., N. Y.

**Diversified Wire & Steel Corp. of America**

July 17, 1961 filed 100,000 class A common shares. **Price**—\$4. **Business**—The manufacture of cold drawn steel wire, furniture springs and related products. **Proceeds**—For repayment of debt, acquisition and improvement of property, equipment, and working capital. **Office**—3525 E. 16th St., Los Angeles. **Underwriter**—V. K. Osborne & Sons, Inc., Beverly Hills, Calif. (managing).

**• Douglas Microwave Co., Inc. (9/15)**

June 29, 1961 filed 100,000 common shares. **Price**—By amendment. **Business**—The manufacture of microwave components, test equipment and sub-systems. **Proceeds**—For repayment of loans, research and development, advertising, purchase of equipment and other corporate purposes. **Office**—252 E. 3rd Street, Mount Vernon, N. Y. **Underwriters**—J. R. Williston & Beane and Hill, Darlington & Grimm, New York (managing).

**Dressen-Barnes Electronics Corp. (10/2-6)**

Aug. 14, 1961 filed 100,000 capital shares, of which 75,000 shares are to be offered by the company and 25,000 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of power supplies and automatic label dispensers. **Proceeds**—For repayment of loans, and working capital. **Office**—250 N. Vinado Street, Pasadena, Calif. **Underwriter**—Lester, Ryons & Co., Los Angeles.

**• Drug & Food Capital Corp. (9/19)**

July 14, 1961 filed 500,000 common shares. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—30 N. La Salle St., Chi-

cago. **Underwriters**—A. C. Allyn & Co., Chicago & Westheimer & Co., Cincinnati (managing).

**Dunlap & Associates, Inc. (10/16)**

June 30, 1961 filed 75,000 common shares, of which 60,000 will be offered by the company and 15,000 by stockholders. **Price**—By amendment. **Business**—The company provides scientific research, engineering consulting and development services to the Armed Services, U. S. Government agencies and private industry. **Proceeds**—For purchase of building sites, expansion, and working capital. **Office**—429 Atlantic St., Stamford, Conn. **Underwriter**—Dominick & Dominick, New York.

**• Dynamic Gear Co., Inc.**

June 29, 1961 filed 125,000 common shares of which 100,000 shares are to be offered by the company and 25,000 shares by a stockholder. **Price**—\$3. **Business**—Manufacture of precision instrument gears. **Proceeds**—For purchase and rebuilding of automatic gear-cutting machines, prepayment of a note, inventory, a new plant and for general corporate purposes. **Office**—175 Dixon Avenue, Amityville, N. Y. **Underwriters**—Flomenhaf, Seidler & Co., Inc. and Lomasney, Loving & Co., New York (mgrs.). **Offering**—Sometime in October.

**Dynamic Toy, Inc. (10/18)**

June 30, 1961 ("Reg. A") 81,000 common shares (par 10 cents). **Price**—\$3. **Business**—The manufacture of toys. **Proceeds**—For advertising, development of new products expansion and working capital. **Address**—109 Ainslie St., Brooklyn, N. Y. **Underwriter**—Hancock Securities Corp., New York.

**★ EMAC Data Processing Corp.**

Sept. 8, 1961 filed 100,000 common. **Price**—\$2.50. **Business**—The company conducts an electronic data processing service. **Proceeds**—For the rental of additional data processing equipment, sales promotion, salaries, rent, furniture and working capital. **Office**—46-36 53rd Ave., Maspeth, N. Y. **Underwriter**—M. W. Janis Co., Inc., N. Y. C.

**Eastern Air Devices, Inc.**

June 16, 1961 filed 150,000 common shares being offered for subscription by common stockholders of Crescent Petroleum Corp., parent, on the basis of one share for each 10 Crescent shares held of record August 25 with rights to expire Sept. 15. **Price**—\$5. **Business**—The manufacture of power and servo components. **Proceeds**—For the purchase of equipment and other corporate purposes. **Office**—385 Central Avenue, Dover, N. H. **Underwriters**—Sutro Bros & Co. and Gregory & Sons, New York (co-mgrs.).

**Eastern Properties Improvement Corp.**

Aug. 22, 1961 filed \$1,500,000 of subordinated debentures due 1981 and 250,000 common shares. **Price**—For debentures, \$1,000; for stock, \$10. **Business**—General real estate. **Proceeds**—For the acquisition and development of real properties, repayment of debt and engineering, etc. **Office**—10 E. 40th St., New York. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia (managing). **Offering**—Expected in late October.

**Electra International, Ltd.**

May 5, 1961 filed 70,000 shares of capital stock. **Price**—To be supplied by amendment. **Business**—The manufacture of products in the automotive ignition field for sale outside of the United States. **Proceeds**—For research, and development, and working capital. **Office**—222 Park Ave., South, New York City. **Underwriter**—Ezra Kureen Co., New York City.

**Electra-Tronics, Inc. (10/16)**

Aug. 14, 1961 ("Reg. A") 60,000 common (par 75c). **Price**—\$3. **Business**—The company is a military subcontractor in the electronics field. **Proceeds**—For the repayment of loans, inventory, expansion and working capital. **Office**—1242 N. Palm, Sarasota, Fla. **Underwriter**—Jay Morton & Co., Inc., Sarasota.

**Electro-Med, Inc.**

July 17, 1961 filed \$540,000 of convertible subordinated debentures due 1971. **Price**—By amendment. **Business**—The manufacture of medical-electronic instruments. **Proceeds**—For working capital. **Office**—4748 France Avenue, N. Minneapolis. **Underwriter**—Craig-Hallum, Kinnard, Inc., Minneapolis (managing).

**• Electro-Miniatures Corp. (9/25-29)**

June 19, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The manufacture of electronic and electro-mechanical devices for the aircraft, radar, missile and rocket industries. **Proceeds**—For the selling stockholders. **Office**—600 Huyler St., Hackensack, N. J. **Underwriter**—Burnham & Co., New York.

**• Electro-Tec Corp. (9/25-29)**

July 28, 1961 filed 91,000 common shares (par 10 cents). **Price**—By amendment. **Business**—The manufacture of slip rings and brush block assemblies, switching devices, relays, and precious metal products. **Proceeds**—For the selling stockholders. **Office**—10 Romanelli Ave., South Hackensack, N. J. **Underwriter**—Harriman Ripley & Co., Inc., New York (managing). **Offering**—Expected in late September.

**Electro-Temp Systems, Inc.**

June 30, 1961 ("Reg. A") 75,000 common shares (par one cent). **Price**—\$4. **Business**—The sale of refrigeration machinery and equipment. **Proceeds**—For repayment of a loan, inventory, promotion and advertising, and working capital. **Office**—150-49 Hillside Ave., Jamaica, N. Y. **Underwriters**—Planned Investing Corp., New York and Bayes, Rose & Co., Inc., 39 Broadway, New York.

**★ Electronic International, Inc.**

Sept. 1, 1961 ("Reg. A") 130,000 common. **Price**—\$2. **Business**—The manufacture of precision instruments. **Proceeds**—For equipment and working capital. **Office**—176 E. 15th St., Paterson, N. J. **Underwriter**—Theodore Arrin & Co., Inc., N. Y.



**Electronics Discovery Corp.**

July 26, 1961 filed 150,000 common shares. Price—\$1. **Business**—The company plans to develop a device to make non-conductors into electrical conductors by the addition of chemicals. **Proceeds**—For research and development. **Office**—1100 Shames Dr., Westbury, L. I., N. Y. **Underwriter**—Globus, Inc., New York.

**• Empire Fund, Inc. (9/25-29)**

June 28, 1961 filed 1,250,000 shares of capital stock to be offered in exchange for blocks of designated securities. **Business**—A "centennial-type" fund which plans to offer a tax free exchange of its shares for blocks of corporate securities having a market value of \$20,000 or more. **Office**—44 School Street, Boston, Mass. **Underwriter**—A. G. Becker & Co., Inc., Chicago.

**Empire Life Insurance Co. of America (9/18)**

March 14, 1961 (letter of notification) 30,000 shares of capital stock (no par). Price—\$10 per share. **Proceeds**—To go to selling stockholders. **Office**—2801 W. Roosevelt Road, Little Rock, Ark. **Underwriter**—Consolidated Securities, Inc., 2801 W. Roosevelt Road, Little Rock, Ark.

**Empire Precision Components, Inc.**

Aug. 29, 1961 ("Reg. A") 65,000 class A. Price—\$4. **Business**—The manufacture of metal component parts for precision electronic connectors. **Proceeds**—For moving expenses, a new plant, equipment, repayment of loans and working capital. **Office**—574 President St., Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y.

**Empire State Building Associates**

Aug. 24, 1961 filed \$39,000,000 participations of general partnership interest to be offered in units. Price—\$10,000 per unit. **Business**—General real estate. **Proceeds**—To help finance the purchase of the Empire State Building. **Office**—60 E. 42nd St., N. Y. **Underwriter**—None.

**Executive Equipment Corp.**

Aug. 1, 1961 filed 100,000 common shares. Price — \$4. **Business**—The long-term leasing of automobiles. **Proceeds**—For the purchase of automobiles, establishment of a trucking division and a sales office, and for working capital. **Office**—790 Northern Blvd., Great Neck, N. Y. **Underwriters**—Reich & Co., and Jacques Coe & Co., New York.

**• Executive House, Inc. (10/23-27)**

Aug. 29, 1961 filed \$2,000,000 of 6% subordinated sinking fund debentures due 1971 and 400,000 common to be offered in 200,000 units, each consisting of a \$10 debenture (with 2 warrants) and two common. Price—By amendment. **Business**—The operation of hotels. **Proceeds**—For investment in a subsidiary and realty acquisitions. **Office**—71 E. Wacker Dr., Chicago. **Underwriters**—Bear, Stearns & Co., N. Y. C. and Straus, Blosser & McDowell Co., Chicago (mgrs.).

**• FMC Corp. (10/2-6)**

Sept. 5, 1961 filed \$30,000,000 convertible subordinated debentures due 1981. Price—By amendment. **Business**—The manufacture of industrial and agricultural chemical equipment. **Proceeds**—For general corporate purposes. **Office**—1105 Coleman Ave., San Jose, Calif. **Underwriter**—Kidder, Peabody & Co., N. Y.

**FM-Stereo Guide, Inc.**

Aug. 4, 1961 "Reg. A" 50,000 common shares. Price—\$6. **Business**—The company plans to publish a national magazine featuring detailed FM radio program listings, reviews, interviews, etc. **Proceeds**—For general corporate purposes. **Office**—1711 Walnut Street, Philadelphia. **Underwriter**—Valley Forge Securities Co., Inc., New York City and Philadelphia.

**• Fairfield Controls, Inc. (9/26)**

May 19, 1961 filed 150,000 shares of common stock. Price—\$1 per share. **Business**—The manufacture of electronic solid state power controls designed by the company's engineers from specifications supplied by customers. **Proceeds**—For equipment, repayment of a loan, inventory, advertising and working capital. **Office**—114 Manhattan Street, Stamford, Conn. **Underwriters**—First Philadelphia Corp., and Lieberbaum & Co., both of N. Y.

**Family Circle Associates, Inc.**

Aug. 30, 1961 filed 50,000 class A common. Price—\$7. **Business**—The operation of retail discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—30 Main St., Keyport, N. J. **Underwriter**—Russell & Saxe, Inc., N. Y.

**• Faradyne Electronics Corp.**

Jan. 30, 1961 filed \$2,000,000 of 6% convertible subordinated debentures. Price—100% of principal amount. **Business**—The company is engaged in the manufacture and distribution of high reliability materials and basic electronic components, including dielectric and electrolytic capacitors and precision tungsten wire forms. **Proceeds**—For the payment of debts and for working capital. **Office**—471 Cortlandt Street, Belleville, N. J. **Underwriter**—S. D. Fuller Co. **Note**—July 11, the SEC instituted "Stop Order" proceedings challenging the accuracy and adequacy of this statement.

**Fashion Homes Inc.**

July 18, 1961 filed \$600,000 of subordinated debentures due 1971; 100,000 common shares and 100,000 five-year warrants (exercisable at from \$4 to \$8 per share) to be offered for public sale in units of one \$60 debenture, 10 common shares and 10 warrants. The registration also covers 40,800 common shares. Price—\$100 per unit, and \$6 per share. **Business**—The construction of shell homes. **Proceeds**—For redemption of 8% debentures; advances to company's subsidiary; repayment of loans; advertising and promotion, and other corporate purposes. **Office**—1711 N. Glenstone, Springfield, Mo. **Underwriters**—Globus, Inc. and Ross, Lyon & Co., Inc., New York.

**First Mortgage Fund (9/18)**

June 12, 1961 filed 1,000,000 shares of beneficial interests. Price — \$15. **Business** — A real estate investment

trust. **Proceeds**—For investment. **Office**—30 Federal St., Boston. **Underwriter**—Shearson, Hammill & Co., N. Y.

**• First National Realty & Construction Corp. (10/16-20)**

Aug. 11, 1961 filed \$3,000,000 of 6½% subordinated debentures due 1976 (with warrants attached). Price—By amendment. **Business**—The construction and management of real estate. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—630 Third Avenue, N. Y. **Underwriter**—H. Hentz & Co., N. Y. (mgr.)

**First Small Business Investment Company of Tampa, Inc.**

Oct. 6, 1960 filed 500,000 shares of common stock. Price—\$12.50 per share. **Proceeds** — To provide investment capital. **Office**—Tampa, Fla. **Underwriter**—None.

**• First Union Realty (10/9-13)**

Aug. 30, 1961 filed 1,060,000 shares of beneficial interests. Price—By amendment. **Business**—A real estate investment trust. **Proceeds**—For purchase of an office building, repayment of loans and working capital. **Office**—Union Commerce Bldg., Cleveland. **Underwriters**—Harriman Ripley & Co., N. Y., and Hayden, Miller & Co., Cleveland.

**• First Western Financial Corp. (10/30-11/3)**

Aug. 23, 1961 filed 450,000 common, of which 100,000 shares are to be offered by the company and 350,000 shares by stockholders. Price—By amendment. **Business**—A holding company for a savings and loan association, an insurance agency, real estate and escrow agencies and an appraisal service. **Proceeds**—For repayment of a loan and general corporate purposes. **Office**—118 Las Vegas Blvd. S., Las Vegas, Nev. **Underwriter**—A. C. Allyn & Co., N. Y. (mgr.).

**Flato Realty Fund (9/20)**

April 21, 1961 filed 2,000,000 shares of participation in the Fund. Price—\$10 per share. **Business**—A new real estate investment trust. **Proceeds** — For investment. **Office**—Highway 44 and Baldwin Blvd., Corpus Christi, Texas. **Distributor**—Flato, Bean & Co., Corpus Christi.

**Fleetwood Securities Corp. of America**

Aug. 8, 1961 filed 70,000 common shares, of which 56,000 shares are to be offered by the company and 14,000 shares by stockholders. Price—\$10. **Business**—Distributor of Electronics Investment Corp., Contractual Plans and a broker-dealer registered with NASD. **Proceeds**—To increase net capital and for investment. **Office**—44 Wall St., New York. **Underwriter** — General Securities Co., Inc., New York. **Offering**—Expected in early Oct.

**Flora Mir Candy Corp.**

May 24, 1961 (letter of notification) 85,700 shares of common stock (par 10 cents). Price—\$3.50 per share. **Business**—The manufacture of candy products. **Proceeds**—For repayment of loans; working capital, and expansion. **Office**—1717 Broadway, Brooklyn, N. Y. **Underwriters**—Security Options Corp.; Jacey Securities Co. and Planned Investing Corp. all of New York City.

**• Floyd Bennett Stores, Inc.**

Aug. 30, 1961 filed 100,000 common. Price—By amendment. **Business**—The operation of discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—300 W. Sunrise Highway, Valley Stream, N. Y. **Underwriters**—Goodkind, Neufeld, Jordan Co., Inc. and Richter & Co., N. Y. (mgrs.).

**• Foamland U. S. A., Inc.**

June 22, 1961 filed 150,000 common shares, of which 90,000 shares are to be offered by the company and 60,000 shares by the stockholders. Price—\$5. **Business**—The manufacture and retail sale of household furniture. **Proceeds**—For acquisition of new stores, development of new furniture items, working capital and other corporate purposes. **Office**—Cherry Valley Terminal Road, West Hempstead, N. Y. **Underwriter**—To be named.

**• Fotochrome Inc. (10/2-6)**

June 29, 1961 filed \$3,500,000 of convertible subordinated debentures due 1981 and 262,500 outstanding common shares. The debentures are to be offered by the company and the stock by stockholders. Price — By amendment. **Business** — The processing of photographic films; the wholesaling of photographic supplies and the development and sale of film processing. **Proceeds** — For construction of a new plant, purchase of equipment, moving expenses and for other corporate purposes. **Office**—1874 Washington Ave., New York. **Underwriters**—Shearson, Hammill & Co., and Emanuel, Deetjen & Co., N. Y.

**Foursquare Fund, Inc.**

Aug. 4, 1961 filed 500,000 common shares. Price — By amendment. **Business**—A mutual fund. **Proceeds**—For investment. **Office**—27 State St., Boston. **Underwriter**—None.

**Fram Corp.**

Sept. 1, 1961 filed 50,000 common. Price—By amendment. **Business** — The manufacture of oil and air filtration equipment for engines. **Proceeds**—To reimburse Treasury for a recent acquisition. **Office**—105 Pawtucket Ave., East Providence, R. I. **Underwriter** — Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

**• G-W Inc.**

Jan. 25, 1961 filed 80,000 shares of common stock and 100,000 warrants to purchase a like number of common shares, to be offered for public sale in units, each consisting of one share of common stock and two warrants. Each warrant will entitle the holder thereof to purchase one share of common stock at \$2 per share from March to August 1961 and at \$3 per share from September 1962 to February 1964. Price — \$4 per unit. **Business** — The company (formerly Gar Wood Philadelphia Truck Equipment, Inc.), distributes, sells, services and installs Gar Wood truck bodies and equipment in Pennsylvania, Delaware, and New Jersey, under an exclusive franchise. **Proceeds** — For general corporate purposes. **Office** — Kensington and Sedgley Avenues, Philadelphia, Pa. Un-

derwriter—Fraser & Co., Inc., Philadelphia, Pa. **Note**—Company formerly was named G-W Ameritronics, Inc. **Offering**—Imminent.

**Gem Electronic Distributors, Inc.**

Aug. 25, 1961 filed 75,000 common. Price—By amendment. **Business**—The distribution of electronic parts and equipment, including TV and radio components. **Proceeds**—For repayment of loans and inventory. **Office**—34 Hempstead Turnpike, Farmingdale, N. Y. **Underwriter**—Carter, Berlind, Potoma & Weill, N. Y. C. (mgr.).

**General Foam Corp.**

Aug. 15, 1961 filed \$4,000,000 of 6% convertible subordinated debentures due 1981. Price—At par. **Business**—The manufacture of urethane foam and foam rubber products. **Proceeds**—For repayment of loans and working capital. **Office**—640 W. 134th St., New York. **Underwriter**—Brand, Grumet & Seigel, Inc., New York.

**General Forms, Inc. (9/20)**

Aug. 15, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. **Proceeds**—For repayment of loans, plant improvements, equipment and working capital. **Office**—7325 Northwest 43rd St., Miami. **Underwriter**—Equity Securities Co., New York.

**General Indicator Corp.**

Aug. 23, 1961 ("Reg. A") 30,000 6% cumulative preferred shares. Price — At par (\$10). **Proceeds** — For working capital. **Office**—271 Madison Ave., N. Y. **Underwriter**—J. S. Strauss & Co., San Francisco.

**General Kinetics Inc.**

Aug. 7, 1961 filed 200,000 common shares. Price — By amendment. **Business**—The company conducts various activities within the fields of electronics, mechanical engineering, instrumentation and mathematics. **Proceeds**—For expansion. **Office**—2611 Shirlington Road, Arlington, Va. **Underwriters**—Balogh & Co., Inc., Washington, D. C. and Irving J. Rice & Co., Inc., St. Paul, Minn.

**• General Plastics Corp.**

June 20, 1961 ("Reg. A") 60,000 common shares (par \$1). Price—\$5. **Proceeds**—For repayment of loans, inventory, equipment and working capital. **Office**—12414 Exposition Blvd., West Los Angeles, Calif. **Underwriters**—Pacific Coast Securities Co. and Selgren, Miller & Co., San Francisco.

**• General Public Service Corp.**

July 26, 1961 filed 3,947,795 common being offered for subscription by stockholders on the basis of one new for each two held of record Sept. 12 with rights to expire Sept. 27. Price—\$6.25. **Business**—A closed-end investment company. **Proceeds** — For investment. **Office**—90 Broad St., N. Y. **Underwriter**—Stone & Webster Securities Corp., N. Y. (mgr.).

**General Spray Service, Inc. (9/25-29)**

June 23, 1961 filed 90,000 class A common shares and warrants to purchase 90,000 class A common shares to be offered in units, each unit consisting of one class A share and one two-year warrant. Price—\$3.50 per unit. **Business** — The manufacture of a spraying machine. **Office**—156 Katonah Ave., Katonah, N. Y. **Underwriter**—Ross, Lyon & Co., Inc. & Glass & Ross, Inc., N. Y. (mgr.)

**Georgia Power Co. (10/18)**

Sept. 1, 1961 filed 70,000 shares of no par cumulative preferred stock. **Proceeds**—For construction and the repayment of loans. **Office**—270 Peachtree St., Atlanta, Ga. **Underwriters**—(Competitive). Probable bidders—First Boston Corp.; Lehman Brothers; Morgan Stanley & Co.; Eastman Dillon, Union Securities & Co.; Equitable Securities Corp. **Bids**—Oct. 18 (11 a.m. EDT) at offices of Southern Services, Inc. (Room 1600), 250 Park Ave., N. Y. **Information Meeting**—Oct. 9 (2:30 p.m. EDT) at offices of Chemical Bank New York Trust Co., (10th floor), 30 Broad St., N. Y.

**Georgia Power Co. (10/18)**

Sept. 1, 1961 filed \$10,000,000 of first mortgage bonds due Oct. 1, 1991. **Proceeds**—For construction and the repayment of loans. **Office**—270 Peachtree St., Atlanta, Ga. **Underwriters**—(Competitive). Probable bidders—Harriman Ripley & Co., Inc.; Lehman Brothers; Blyth & Co., Inc.; Kidder, Peabody & Co., and Shields & Co. (jointly); First Boston Corp.; Morgan Stanley & Co.; Halsey, Stuart & Co.; Equitable Securities Corp.; Eastman Dillon, Union Securities & Co. (jointly). **Bids**—Oct. 18 (12 noon EDT) at offices of Southern Services, Inc. (Room 1600) 250 Park Ave., N. Y. **Information Meeting**—Oct. 9 (2:30 p. m. EDT) at offices of Chemical Bank New York Trust Co. (10th floor), 30 Broad St., N. Y.

**Gerber Scientific Instrument Co.**

July 14, 1961 filed 78,000 common shares, of which 60,000 shares are to be offered by the company and 18,000 shares by the stockholders. Price — By amendment. **Business**—The manufacture of scientific instruments. **Proceeds**—For repayment of loans, expansion and working capital. **Office**—140 Van Block Ave., Hartford, Conn. **Underwriter**—Estabrook & Co., Boston, Mass.

**• Gibbs (T. R.) Medicine Co., Inc.**

May 26, 1961 filed 110,000 shares of class A stock. Price—\$3 per share. **Business**—The manufacture, marketing and distribution of proprietary drug products. **Proceeds**—For advertising and general corporate purposes. **Office**—1496 H Street, N. E., Washington, D. C. **Underwriter**—General Securities Corp., 1012 14th St., N. W., Washington, D. C.

**• Gilbert Youth Research, Inc. (9/18-22)**

May 29, 1961 filed 65,000 shares of common stock, of which 50,000 shares are to be offered for public sale by the company and 15,000 outstanding shares by the present stockholder. Price—To be supplied by amendment. **Business**—The company conducts consumer research, does telephone sales promotion and prepares articles

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and books which are related to or relate to merchandising advice to the teenage youth and student fields. **Proceeds**—For working capital. **Office**—205 E. 42nd Street, New York City. **Underwriter**—McDonnell & Co., N. Y.

● **Girder Process, Inc. (9/25-29)**

July 21, 1961 filed 80,000 class A common shares. **Price**—\$5.25. **Business**—The manufacture of adhesive bonding films and related products. **Proceeds**—For acquisition of a new plant, purchase and construction of new machinery and equipment, research and laboratory product development, sales program, advertising, working capital and other corporate purposes. **Office**—102 Hobart Street, Hackensack, N. J. **Underwriter**—Winslow, Cohu & Stetson, New York (managing).

● **Glenmore Distilleries Co.**

Aug. 25, 1961 filed \$7,500,000 of convertible subordinated debentures due 1981. **Price**—By amendment. **Business**—The production of alcoholic beverages. **Proceeds**—For repayment of loans. **Office**—660 Fourth St., Louisville. **Underwriter**—Glore, Forgan & Co., N. Y. C. (mgr.).

● **Glenn Pacific Corp.**

July 27, 1961 filed 80,000 common shares. **Price**—\$5. **Business**—The manufacture of power supplies for arc welding equipment. **Proceeds**—For repayment of a loan and working capital. **Office**—703—37th Ave., Oakland. **Underwriter**—Birr & Co., Inc., San Francisco.

● **Glickman Corp. (9/25-29)**

Aug. 3, 1961 filed 600,000 class A common shares. **Price**—By amendment. **Business**—Real estate. **Proceeds**—For investment. **Office**—501 Fifth Ave., New York. **Underwriters**—Bache & Co., and Hirsch & Co., N. Y. (mgr.).

● **Globe Coliseum, Inc.**

July 21, 1961 ("Reg. A") 300,000 common shares. **Price**—At par (\$1). **Proceeds**—For construction of a coliseum building, furnishings and incidental expenses. **Address**—c/o Fred W. Layman, 526 S. Center, Casper, Wyo. **Underwriter**—Northwest Investors Service, Inc., Billings, Mont.

● **Globe Rubber Products Corp.**

Aug. 10, 1961 filed 175,000 common shares, of which 60,000 shares are to be offered by the company and 115,000 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of rubber floor mats, swim gear and household products. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—418 W. Ontario Street, Philadelphia. **Underwriter**—Kidder, Peabody & Co., N. Y. (mgr.). **Offering**—Expected in early October.

● **Gluckin (Wm.) Co. Ltd.**

Aug. 25, 1961 filed 175,000 common. **Price**—\$10. **Business**—The manufacture of ladies' underclothing. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—Bank of Bermuda Bldg., Hamilton, Bermuda. **Underwriter**—Globus, Inc., N. Y. C. (mgr.).

● **Golf Courses, Inc.**

Aug. 28, 1961 filed 100,000 capital shares. **Price**—\$6. **Business**—The company plans to operate a public golf course and a private country club. **Proceeds**—For purchase of land, construction and general corporate purposes. **Office**—1352 Easton Rd., Warrington, Bucks County, Pa. **Underwriter**—Metropolitan Securities, Inc., Philadelphia (mgr.).

● **Green (Henry J.) Instruments, Inc.**

Aug. 24, 1961 filed 140,000 common. **Price**—\$2.25. **Business**—The manufacture of precision meteorological instruments. **Proceeds**—For repayment of loans, equipment, salaries and general corporate purposes. **Office**—2500 Shames Dr., Westbury, N. Y. **Underwriter**—N. A. Hart & Co., Inc., Bayside, N. Y. (mgr.).

● **Greene (M. J.) Co. (9/20)**

June 14, 1961 ("Reg. A") 75,000 common shares (par 10 cents). **Price**—\$4. **Proceeds**—For expansion, and working capital. **Office**—14 Wood St., Pittsburgh. **Underwriter**—Hess, Grant & Remington, Inc., Philadelphia.

★ **Griesedieck Co.**

Sept. 11, 1961 filed 100,000 common to be offered for subscription by stockholders on the basis of one new share for each three held. **Price**—By amendment. **Business**—A closed-end investment company. **Proceeds**—For general corporate purposes. **Office**—314 N. Broadway, St. Louis. **Underwriter**—Edward D. Jones & Co., St. Louis (mgr.).

● **Gro-Rite Shoe Co., Inc.**

July 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1970 to be offered for subscription by stockholders on the basis of one \$100 debenture for each 60 shares held. **Price**—At par. **Business**—The manufacture of specialized children's shoes. **Proceeds**—For new molds, construction and working capital. **Address**—Route 2, Box 129, Mount Gilead, N. C. **Underwriter**—None.

● **Growth, Inc. (10/9-13)**

May 17, 1961 (letter of notification) 100,000 shares of common stock (par \$1). **Price**—\$3 per share. **Address**—Lynn, Mass. **Underwriter**—Mann & Creesy, Salem, Mass.

● **Growth Properties**

May 9, 1961 filed 100,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The company plans to engage in all phases of the real estate business. **Proceeds**—To reduce indebtedness, construct apartment units, buy land, and for working capital. **Office**—Suite 418, Albert Bldg., San Rafael, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco, Calif.

● **Gulf States Land & Industries, Inc.**

Aug. 29, 1961 filed 460,003 common to be offered for subscription by stockholders of Chemetals Corp., principal stockholder, on the basis of five shares for each \$5 cumulative preferred share (par \$10) and one share for each 8.2367 common shares of Chemetals held. **Price**—By

amendment. **Business**—The exploration and development of oil and gas properties. **Office**—383 Madison Ave., N. Y. **Underwriter**—None.

● **Gulf States Utilities Co. (10/3)**

Aug. 21, 1961 filed \$15,000,000 of debentures due 1981. **Office**—285 Liberty Avenue, Beaumont, Texas. **Underwriters**—Competitive. Probable bidders: Salomon Brothers & Hutzler and Eastman Dillon, Union Securities & Co. (jointly); Lehman Brothers; Halsey, Stuart & Co., Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc., and White, Weld & Co. (jointly); Stone & Webster Securities Corp. **Bids**—Oct. 3, 1961 at 11 a.m. (EDST) **Information Meeting**—Sept. 28 (11 a.m. EDST) at 70 Broadway (18th floor) N. Y.

● **Guy's Foods, Inc. (10/23)**

Aug. 2, 1961 filed 97,000 common shares (par \$2). **Price**—\$10. **Business**—The processing of foods. **Proceeds**—For purchase of buildings, equipment and additional inventories. **Office**—2215 Harrison, Kansas City, Mo. **Underwriter**—Allen & Co., New York (managing).

● **Halco Chemical Co.**

Aug. 25, 1961 filed 225,000 common. **Price**—\$2. **Business**—The manufacture of agricultural chemicals and related products. **Proceeds**—For general corporate purposes. **Office**—N. 14th St., and Lafayette Ave., Kenilworth, N. J. **Underwriters**—Ross, Lyon & Co., Inc., and Globus, Inc., N. Y. C. (co-mgrs.).

● **Hallmark Insurance Co., Inc.**

Aug. 3, 1961 filed 225,000 common shares. **Price**—\$3. **Business**—An insurance company. **Proceeds**—For capital and surplus. **Office**—636 S. Park St., Madison, Wis. **Underwriters**—Braun, Monroe & Co., Milwaukee and Harley, Haydon & Co., Inc., Madison.

● **Hamilton Electro Corp.**

Aug. 9, 1961 filed 135,000 common shares, of which 80,000 shares are to be offered by the company and 55,000 shares by stockholders. **Price**—\$7.50. **Business**—The distribution of solid state electronic parts and equipment. **Proceeds**—For inventory, new product lines, repayment of loans and working capital. **Office**—11965 Santa Monica Blvd., Los Angeles, Calif. **Underwriter**—William Norton Co., New York.

★ **Hammond Industries, Inc.**

Aug. 31, 1961 ("Reg. A") 42,000 non-voting common. **Price**—\$2.50. **Business**—The company designs, creates and sells a home music educational and cultural library. **Proceeds**—For expansion of inventory. **Office**—50 Rockefeller Plaza, N. Y. **Underwriter**—None.

● **Hampton Sales Co., Inc.**

July 27, 1961 filed 150,000 common shares. **Price**—\$4. **Business**—The operation of real discount stores. **Proceeds**—For repayment of bank loans and working capital. **Office**—8000 Cooper Ave., Glendale, L. I., N. Y. **Underwriter**—Godfrey, Hamilton, Magnus & Co., Inc., N. Y.

● **Handschy Chemical Co. (10/30)**

Aug. 25, 1961 filed 150,000 common, of which 50,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—The manufacture of specialty printing inks, chemicals and supplies. **Proceeds**—For general corporate purposes. **Office**—2525 N. Elston Ave., Chicago. **Underwriter**—Blunt Ellis & Simmons, Chicago (mgr.).

● **Hannett Industries, Inc. (10/2-6)**

Aug. 11, 1961 ("Reg. A") 100,000 common shares (par one cent). **Price**—\$3. **Business**—The fabrication of components for missiles, jet engines, aircraft landing gears and precision machines. **Proceeds**—For machinery, research and development and working capital. **Office**—40 Sea Cliff Avenue, Glen Cove, N. Y. **Underwriter**—Albion Securities Co., Inc., New York.

● **Happy House, Inc.**

July 28, 1961 filed 700,000 common shares. **Price**—\$1. **Business**—The marketing of gifts, candies and greeting cards through franchised dealers. **Proceeds**—For equipment, inventory and working capital. **Office**—11 Tenth Ave., S., Hopkins, Minn. **Underwriter**—None.

● **Harn Corp. (9/25-29)**

June 20, 1961 filed 150,000 common shares of which an undisclosed number will be offered by the company for subscription by stockholders and the balance (amounting to \$300,000 after underwriting commissions) by a stockholder. **Price**—By amendment. **Business**—The manufacture of products for baby care such as quilts, pillows, knitted garments, etc. **Proceeds**—For the repayment of loans, purchase of raw materials and equipment, leasehold improvements, and working capital. **Office**—1800 E. 38th St., Cleveland. **Underwriter**—J. R. Williston & Beane, New York (managing).

● **Hawaiian Telephone Co.**

Aug. 15, 1961 filed 782,144 common shares, of which 711,040 shares are to be offered for subscription by stockholders on the basis of one new share for each six shares held and 71,104 shares to be sold to employees. **Price**—By amendment. **Proceeds**—For working capital. **Office**—1130 Alakea St., Honolulu. **Underwriter**—Kidder, Peabody & Co., New York (managing).

● **Hawthorne Financial Corp.**

Aug. 10, 1961 filed 33,117 capital shares. **Price**—By amendment. **Business**—A holding company for a savings and loan association and an insurance agency. **Proceeds**—For the selling stockholders. **Office**—305 S. Hawthorne Boulevard, Hawthorne, Calif. **Underwriter**—Crowell, Weedon & Co., Los Angeles.

● **Hazeltine Investment Corp.**

June 5, 1961 filed 13,000 5% preferred shares (\$100 par) and 13,000 common shares to be offered for sale in units of one preferred and one common share. **Price**—\$101 per unit. **Business**—The acquisition and development of real estate. **Proceeds**—For investment, repayment of debt, and working capital. **Office**—660 Grain Exchange, Minneapolis. **Underwriter**—None.

● **Hexagon Laboratories, Inc. (9/25-29)**

July 20, 1961 filed \$540,000 of 6% convertible subordinated debentures due 1976 and 90,000 common shares to be offered in units consisting of \$300 of debentures and 50 common shares. **Price**—\$500 per unit. **Business**—The manufacture of medicinal chemicals. **Proceeds**—For equipment, expansion, repayment of loans and working capital. **Office**—3536 Peartree Avenue, New York. **Underwriter**—Stearns & Co., New York (managing).

● **Hi-Shear Corp.**

Aug. 1, 1961 filed 139,500 common shares, of which 105,000 will be sold by the company and 34,500 by stockholders. **Price**—By amendment. **Business**—The manufacture of high strength fastening devices and assembly systems for the aircraft and missile industries. **Proceeds**—For construction, repayment of loans and other corporate purposes. **Office**—2600 W. 247th St., Torrance, Calif. **Underwriter**—William R. Staats & Co., Los Angeles.

★ **Hickory Industries, Inc.**

Aug. 31, 1961 ("Reg. A") 40,000 common. **Price**—\$5. **Business**—The manufacture of barbecue machines and allied equipment. **Proceeds**—For equipment, inventory, sales promotion, expansion and working capital. **Office**—10-20 47th Rd., Long Island City, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y.

● **Hilco Homes Corp. (9/20)**

June 30, 1961 filed \$650,000 of 6½% convertible subordinated debentures due 1979 and 195,000 common shares to be offered for public sale in 6,500 units, each consisting of one \$100 debenture and 30 common shares. **Price**—By amendment. **Business**—The manufacture of pre-cut homes and components in the heating, plumbing and kitchen equipment fields. **Proceeds**—To organize a new finance subsidiary, for plant expansion, and for working capital. **Office**—70th St., and Essington Ave., Philadelphia. **Underwriter**—Rambo, Close & Kerner, Inc. Philadelphia.

● **Hoffman International Corp.**

July 18, 1961 filed \$1,890,700 7% convertible subordinated debentures due 1973 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 25 shares held. **Price**—At par. **Business**—The manufacture of pressing and dry-cleaning equipment. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—107 Fourth Ave., New York. **Underwriter**—J. R. Williston & Beane, New York.

● **Hogan Faximile Corp. (10/2)**

July 26, 1961 filed 300,000 common shares. **Price**—By amendment. **Business**—The manufacture of electrolytic recording paper and equipment. **Proceeds**—For repayment of debt and working capital. **Office**—635 Greenwich St., New York. **Underwriter**—William R. Staats & Co., Los Angeles (managing).

● **Holly Stores, Inc. (9/25-29)**

July 28, 1961 filed 175,000 common shares, of which 100,000 shares are to be offered by the company and 75,000 shares by the stockholders. **Price**—By amendment. **Business**—The operation of a chain of women's and children's apparel stores. **Proceeds**—For land purchase, inventory and general corporate purposes. **Office**—115 Fifth Ave., N. Y. **Underwriter**—Allen & Co., N. Y.

● **Hollywood Artists Productions Inc.**

July 28, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The production of motion picture and TV feature films. **Proceeds**—For repayment of loans, producers' fee, stories and working capital. **Office**—350 Lincoln Rd., Miami Beach, Fla. **Underwriter**—A. M. Shulman & Co., Inc., N.Y. 37 Wall St., N.Y.

● **Houston Corp. (9/18)**

June 9, 1961 filed 583,334 common shares to be offered for subscription by holders of common and class A stock. **Price**—By amendment. **Business**—The operation of a pipe line system of natural gas. **Proceeds**—For expansion, working capital and general corporate purposes. **Office**—First Federal Bldg., St. Petersburg, Fla. **Underwriters**—Blyth & Co., Inc., Lehman Brothers and Allen & Co., New York.

● **Hydrosift Corp.**

Oct. 20, 1960 filed 120,000 shares of common stock. **Price**—\$3 per share. **Business**—The firm, which was organized in February, 1957, makes and wholesales products and services for the fiberglass industry, including particularly fiberglass boats known as "HydroSwift" and "Skyliner." **Proceeds**—For general funds, including expansion. **Office**—1750 South 8th Street, Salt Lake City, Utah. **Underwriter**—Whitney & Co., Salt Lake City, Utah. **Note**—This offering was indefinitely postponed.

● **Hygrade Packaging Corp.**

Aug. 30, 1961 filed 100,000 class A. **Price**—By amendment. **Business**—The manufacture of paper cartons and boxes. **Proceeds**—For product development, expansion, repayment of a loan and working capital. **Office**—92-00 Atlantic Ave., Ozone Park, N. Y. **Underwriter**—P. J. Gruber & Co., Inc., N. Y. (mgr.).

● **Ihnen (Edward H.) & Son, Inc. (10/23-27)**

May 18, 1961 filed 75,000 shares of common stock. **Price**—\$5 per share. **Business**—The construction of public and private swimming pools and the sale of pool equipment. **Proceeds**—To reduce indebtedness, to buy equipment, and for working capital. **Office**—Montvale, N. J. **Underwriter**—Amos Treat & Co., Inc., New York City.

● **Income Planning Corp. (9/20)**

Dec. 29, 1960 (letter of notification) 5,000 shares of cumulative preferred stock (no par) and 10,000 shares of class A common stock (par 10 cents) to be offered in units consisting of one share of preferred and two shares of common. **Price**—\$40 per unit. **Proceeds**—To open a new branch office, development of business and for working capital. **Office**—3300 W. Hamilton Boulevard, Allentown, Pa. **Underwriter**—Espy & Wanderer, Inc., Teaneck, N. J.



• **Industrial Electronic Hardware Corp. (9/25-29)**  
June 29, 1961 filed \$1,000,000 of 6% convertible subordinated debentures due Aug. 1, 1976 to be offered by the company. Price—At par. Business—The manufacture of basic component parts for the electrical and electronic equipment industry. Proceeds—For expansion, inventory, introduction of new products and general corporate purposes. Office—109 Prince Street, New York. Underwriter—S. D. Fuller & Co., New York (managing).

• **Industrial Gauge & Instrument Co., Inc. (9/25-29)**  
June 28, 1961 ("Reg. A") 75,000 common shares (par 10 cents). Price—\$3. Business—The sale of industrial gauges, valves and allied products. Proceeds—For production, inventory, working capital and repayment of loans. Office—1403 E. 180th St., New York 69, N. Y. Underwriter—R. F. Dowd & Co., Inc., New York.

• **Industrials Controls, Inc.**  
July 26, 1961 filed 84,000 common shares. Price—\$5. Business—The manufacture of electronic controls for the monitoring of machinery. Proceeds—For repayment of a loan, purchase of raw material and equipment, advertising, establishment of a field engineering service organization and other corporate purposes. Office—20 Vandam St., N. Y. Underwriter—Jacey Securities Co., N. Y. (managing).

• **Industry Fund of America, Inc.**  
July 10, 1961 filed 740,000 common capital shares. Price—Net asset value plus a sales charge of up to 8½%. Business—A mutual fund. Proceeds—For investment. Office—400 Utah Savings Bldg., Salt Lake City. Underwriter—None.

• **Instrument Systems Corp. (9/18-22)**  
June 28, 1961 filed 150,000 common shares (par 25 cents). Price—\$5. Business—The manufacture of precision instruments and controls for the aircraft and electronics industries. Proceeds—For expansion and working capital. Office—129-07 18th Avenue, College Point, N. Y. Underwriters—Milton D. Blauner & Co. (managing), M. L. Lee & Co., Inc., Lieberman & Co., New York.

• **Intercontinental Dynamics Corp. (9/27)**  
July 18, 1961 ("Reg. A") 200,000 common shares. Price—\$1.50. Business—The manufacture of electronic and electro-mechanical devices used to determine the accuracy of aircraft flight instruments. Office—170 Coolidge Avenue, Englewood, N. J. Underwriter—M. H. Woodhill Inc., New York.

• **Interior Communications Systems, Inc.**  
Aug. 25, 1961 ("Reg. A") 220,000 common. Price—\$1.15. Proceeds—For establishment of a Chicago branch office and the purchase of inventories. Office—2430 Nicollet Ave., Minneapolis. Underwriter—McDonald, Anderson, Peterson & Co., Inc., Minneapolis. Offering—Expected in late October.

• **International House of Pancakes, Inc.**  
Aug. 28, 1961 filed \$600,000 of 6% convertible subordinated debentures due 1976 and 81,250 common. Price—By amendment. Business—The distribution of food items for restaurants. Proceeds—For expansion, repayment of loans and general corporate purposes. Office—6837 Lankershim Blvd., North Hollywood, Calif. Underwriter—L. F. Rothschild & Co., N. Y. (mgr.).

• **International Housing Corp.**  
Aug. 16, 1961 filed 440,000 common shares. Price—\$1.15. Business—For construction and financing of shell homes. Proceeds—For working capital and general corporate purposes. Office—2101 N. E. Broadway, Minneapolis. Underwriter—Bratter & Co., Inc., Minneapolis.

• **International Management Corp.**  
Aug. 21, 1961 ("Reg. A") 100,000 common (par \$1). Price—\$3. Proceeds—For loans to subsidiaries and working capital. Office—7510 B. Granby St., Norfolk, Va. Underwriter—J. B. McLean & Co., Inc., Norfolk, Va.

• **Interstate Bowling Corp.**  
July 25, 1961 filed 150,000 common shares. Price—\$3.50. Business—The acquisition and operation of bowling centers in Colorado, California and other states. Proceeds—For repayment of debts and general corporate purposes. Office—10391 Magnolia Ave., Riverside, Calif. Underwriter—Currier & Carlsen, Inc., Los Angeles.

• **Interstate Fire & Casualty Co. (10/10)**  
Aug. 25, 1961 filed 100,000 common. Price—By amendment. Business—The writing of general insurance. Office—501 Livingston Bldg., Bloomington, Ill. Underwriter—White, Weld & Co., N. Y. C. (mgr.).

• **Israel Investors Corp.**  
July 26, 1961 filed 100,000 common shares. Price—\$104. Business—An investment company formed to invest in Israeli enterprises. Proceeds—For investment. Office—350 Broadway, New York. Underwriter—None.

• **Ivest Fund, Inc. (10/2-6)**  
Feb. 20, 1961 filed 150,000 shares of common stock. Price—Net asset value at the time of the offering. Business—A non-diversified, open-end investment company, whose stated objective is capital appreciation. Proceeds—For investment. Office—One State Street, Boston. Underwriter—Ivest, Inc., One State Street, Boston. Offering—Expected in September.

• **James Vending Machine Co., Inc.**  
Aug. 11, 1961 ("Reg. A") 100,000 common shares (par 10c). Price—\$3. Business—The sale, servicing and operation of vending machines. Proceeds—For purchase of trucks, development and general corporate purposes. Office—5523 Illinois Ave., N. W., Washington 11, D. C. Underwriter—Mitchell, Carroll & Co., Inc., 1101 Connecticut Ave., N. W., Washington, D. C.

• **Japan Development Bank**  
Sept. 8, 1961 filed \$20,000,000 of guaranteed external loan bonds to be offered for public sale in four series (5% to 6% interest) due from 1964 to 1976. Price—By

amendment. Business—The bank was organized by the Japanese Govt. in 1951 to supply long-term funds to Japanese industry for the promotion of economic reconstruction and industrial development. Proceeds—To make loans to private electric power companies for expansion purposes. Office—Tokyo, Japan. Underwriters—First Boston Corp., Dillon, Read & Co. Inc., and Smith, Barney & Co. Inc.

• **Jarrell-Ash Co.**  
Aug. 17, 1961 filed 60,000 class A common shares and 9,000 outstanding voting trust certificates (representing beneficial interest in 9,000 class B common shares). Price—By amendment. Business—The manufacture of optical instrumentation. Proceeds—For repayment of loans and working capital. Office—7 Farwell St., Newtonville, Mass. Underwriters—Stearns & Co., New York and Clayton Securities Corp., Boston. Offering—Expected in early November.

• **Jayark Films Corp.**  
Aug. 24, 1961 filed 72,000 common, of which 50,000 are to be offered by the company and 22,000 by stockholders. Price—By amendment. Business—The distribution of motion picture and television films. Proceeds—For production of films and working capital. Office—15 E. 48th St., N. Y. Underwriter—Pacific Coast Securities Co., San Francisco.

• **Jefferson Counsel Corp.**  
March 13, 1961 filed 30,000 of class B common stock (non-voting). Price—\$10 per share. Business—The company was organized under Delaware law in January 1961 to sponsor the organization of the Jefferson Growth Fund, Inc., a new open-end diversified investment company of the management type. Proceeds—For organizational and operating expenses. Office—52 Wall St., N.Y.C. Underwriter—None.

• **Jergens (Andrew) Co.**  
Aug. 3, 1961 filed 250,002 outstanding common shares. Price—By amendment. Business—The manufacture of toiletries. Proceeds—For the selling stockholders. Office—2535 Spring Grove Ave., Cincinnati. Underwriter—Hornblower & Weeks, New York (managing).

• **Johnson Electronics, Inc.**  
Sept. 8, 1961 filed 125,000 capital shares. Price—By amendment. Business—The design and production of special electronic components for the commercial and military market. Proceeds—For the repayment of debt, and working capital. Address—Box 7, Casselberry, Fla. Underwriter—Warner, Jennings, Mandel & Longstreth, Philadelphia.

• **Joyce Teletronics Corp.**  
Aug. 31, 1961 ("Reg. A") 55,000 common. Price—\$5. Business—The manufacture of electronic instruments used in communication. Proceeds—For working capital, new products and repayment of loans. Office—20 Madison Ave., Hicksville, N. Y. Underwriter—General Securities Co., Inc., N. Y.

• **Julyn Sportswear, Inc.**  
Sept. 7, 1961 filed 125,000 class A. Price—\$5. Business—The manufacture of maternity clothes and sportswear. Proceeds—For working capital. Office—237 W. 35th St., N.Y. Underwriter—Mortimer B. Burnside & Co., Inc., N.Y.

• **Kaiser Electronics, Inc.**  
Aug. 22, 1961 ("Reg. A") 50,000 common. Price—\$4.50. Business—The manufacture of electronic power conversion equipment. Proceeds—For repayment of loans, new products, equipment, inventory, sales promotion and working capital. Office—3 Monroe St., Union N. J. Underwriter—Schirmer, Atherton & Co., Boston.

• **Kaufman & Broad Building Co. (10/9-13)**  
Aug. 11, 1961 filed 174,500 common shares, of which 124,500 shares are to be offered by the company and 50,000 shares by stockholders. Price—By amendment. Business—The construction and sale of low-priced homes. Proceeds—For repayment of loans and working capital. Office—18610 W. Eight Mile Road, Southfield, Mich. Underwriter—Bache & Co., New York (managing).

• **Keller Corp. (10/16)**  
June 29, 1961 filed \$1,200,000 of 6½% convertible subordinated debentures due 1968. Price—At 100%. Business—The development of land, construction of homes and related activities in Florida. Proceeds—For repayment of debt, acquisition of Yetter Homes, Inc., and general corporate purposes. Office—101 Bradley Place, Palm Beach, Fla. Underwriter—Casper Rogers & Co., Inc., New York (managing).

• **Kendall Industries, Inc.**  
Sept. 11, 1961 filed 150,000 common, of which 100,000 are to be offered by the company and 50,000 by a selling stockholder. Price—\$4. Business—The manufacture of sliding aluminum windows and doors. Proceeds—For equipment and general corporate purposes. Office—5581 Air Terminal Dr., Fresno, Calif. Underwriter—Currier & Carlson, Inc., San Diego (mgr.).

• **Kent Dry Cleaners, Inc. (11/2)**  
Aug. 25, 1961 filed 165,000 common, of which 45,000 are to be offered by the company and 120,000 by stockholders. Price—\$5. Business—The dry cleaning and storage of clothes. Proceeds—For working capital and general corporate purposes. Office—1745 Clintonville St., Whitestone (Queens) N. Y. Underwriter—Arnold Malkan & Co., Inc., N. Y. C.

• **Kent Washington, Inc.**  
July 19, 1961 filed 200,000 common shares. Price—\$5. Business—General real estate. Proceeds—For repayment of loans, working capital, construction and other corporate purposes. Office—1420 K Street, N. W., Wash., D. C. Underwriter—Modgdon & Co., Inc., Wash., D. C.

• **Kentucky Central Life & Accident Insurance Co.**  
Aug. 16, 1961 filed 400,000 class A non-voting common shares, of which 200,000 shares are to be offered by the

company and 200,000 shares by stockholders. Price—From \$13 to \$17 per share. Proceeds—To increase capital and surplus. Address—Anchorage, Ky. Underwriter—Stifel, Nicolaus & Co., St. Louis (managing).

• **Keystone Alloys Co.**  
Aug. 10, 1961 filed 42,000 common shares. Price—By amendment. Business—The manufacture of aluminum siding and doors and accessories. Proceeds—For acquisitions and repayment of loans. Office—511 Mellon Bank Building, Latrobe, Pa. Underwriter—Singer, Deane & Scribner, Pittsburgh (managing).

• **Keystone Steel & Wire Co.**  
Aug. 23, 1961 filed \$20,000,000 of convertible subordinated debentures due 1981. Price—By amendment. Business—The production of steel. Proceeds—For the repayment of debt and working capital. Office—Peoria, Ill. Underwriters—Hornblower & Weeks and Eastman Dillon, Union Securities & Co. (co-mgrs.) Offering—Expected in early October.

• **Kiddie Rides, Inc.**  
Sept. 12, 1961 filed \$1,000,000 of 7% convertible subordinated debentures due 1971 and 30,000 common to be offered in units of \$1,000 debentures and 30 of common. Price—By amendment. Business—The operation of coin operated children's amusement equipment. Proceeds—For repayment of loans, equipment and general corporate purposes. Office—2557 W. North Ave., Chicago. Underwriter—Paul C. Kimball & Co., Chicago.

• **King's Office Supplies & Equipment, Inc.**  
July 5, 1961 ("Reg. A") 65,000 common shares (par \$1). Price—\$2. Proceeds—For inventory and working capital. Office—515-5th St., Santa Rosa, Calif. Underwriter—Pacific Coast Securities Co., San Francisco.

• **Knappe & Vogt Manufacturing Co.**  
Sept. 11, 1961 filed 263,750 common. Price—By amendment. Business—The manufacture of specialty hardware items. Proceeds—For the selling stockholders. Office—658 Richmond St., N. W. Grand Rapids, Mich. Underwriter—Glore, Forgan & Co., N. Y. (mgr.).

• **Korfund, Inc.**  
Sept. 8, 1961 filed \$600,000 of 6½% convertible subordinated debentures due 1971 and 180,000 common to be offered for public sale in units, each consisting of \$100 of debentures and 30 common. Of the 180,000 shares, 40,000 will be sold by the company and 140,000 by Massachusetts Mohair Plush Co., Inc., sole stockholder. Price—By amendment. Business—The manufacture of vibration, shock and noise control products and the distribution of European-made electronic and mechanical instruments. Proceeds—For the repayment of debt, and working capital. Office—16 E. 34th St., N. Y. Underwriter—Street & Co., Inc., N. Y. (mgr.).

• **Kronfeld (Phil), Inc.**  
July 28, 1961 ("Reg. A") 75,000 common shares (par 10 cents). Price—\$4. Business—The operation of men's retail stores. Proceeds—For a new store, working capital and general corporate purposes. Office—201 W. 49th St., N. Y. Underwriter—Kerns, Bennett & Co., Inc., N. Y.

• **Kulicke & Soffa Manufacturing Co.**  
Aug. 15, 1961 filed 122,980 common shares, of which 100,000 shares are to be offered by the company and 22,980 shares by stockholders. Price—By amendment. Business—The manufacture of machinery for production of transistors and similar devices. Proceeds—For payment of taxes, new products, down payment on a new plant and general corporate purposes. Office—401 N. Broad St., Philadelphia. Underwriter—Marron, Sloss & Co., Inc., New York (managing).

• **L. L. Drug Co., Inc.**  
July 26, 1961 filed 100,000 common shares. Price—\$4.50. Business—The manufacture of pharmaceuticals. Proceeds—For repayment of a loan, purchase of equipment, research and development, advertising and working capital. Office—1 Bala Ave., Bala-Cynwyd, Pa. Underwriter—Stevens Investment Co., Bala-Cynwyd, Pa.

• **Lance, Inc.**  
Aug. 30, 1961 filed 364,000 common. Price—By amendment. Business—The manufacture of peanut butter filled delicacies. Proceeds—For the selling stockholders. Office—1304 S. Blvd., Charlotte, N. C. Underwriter—R. S. Dickson & Co., Charlotte, N. C. (mgr.).

• **Leader Durt Tri-State Co.**  
July 21, 1961 filed \$2,015,750 of limited partnership interests. Price—\$5,000 per interest. Business—A real estate investment company. Proceeds—For investment. Office—41 E. 42nd St., N. Y. Underwriter—None.

• **Lee Filter Corp.**  
July 7, 1961 ("Reg. A") 1,334 capital shares (par \$1). Price—\$7.25. Business—The manufacture of air, oil and gasoline filters for vehicles. Proceeds—For the selling stockholders. Office—191 Talmadge Road, Edison, N. J. Underwriter—Omega Securities Corp., N. Y. (mgr.).

• **Lewis & Clark Marina, Inc. (9/25-29)**  
May 9, 1961 (letter of notification) 150,000 shares of common stock (par \$1). Price—\$2 per share. Address—Yankton, S. D. Underwriter—The Apache Investment Planning Division of the Apache Corp., Minneapolis.

• **Lewis (Tillie) Foods, Inc. (9/18-22)**  
July 3, 1961 filed 400,000 common shares (par \$1), of which 200,000 shares are to be offered by the company and 200,000 shares by stockholders. Price—By amendment. Business—The processing, canning, bottling and selling of fruits and vegetables. Proceeds—For repayment of debt and working capital. Office—Fresno Ave. & Charter Way, Stockton, Calif. Underwriter—Van Alstyne, Noel & Co., New York (managing).

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**Libby International Corp.**

Aug. 3, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—The distribution of tractors and farm equipment manufactured by Kramer-Werke, a German company. Proceeds—For repayment of loans, inventory and working capital. Office—325 W. Houston Street, New York. Underwriter—Tau Inc., New York.

**Lido Corp.**

Aug. 29, 1961 ("Reg. A") 84,000 common. Price—\$3.25. Business—The manufacture of toys, games and novelties. Proceeds—For new equipment, advertising, and repayment of loans. Office—349 Rider Ave., Bronx 51, N. Y. Underwriter—Flomenhaft, Seidler & Co., Inc., N. Y.

**Lincoln Fund, Inc. (10/16-20)**

March 30, 1961 filed 951,799 shares of common stock. Price—Net asset value plus a 7% selling commission. Business—A non-diversified, open-end, management-type investment company whose primary investment objective is capital appreciation and, secondary, income derived from the sale of put and call options. Proceeds—For investment. Office—300 Main St., New Britain, Conn. Distributor—Horizon Management Corp., New York.

**Liverpool Industries, Inc. (9/18-22)**

Aug. 1, 1961 ("Reg. A") 85,700 common shares (par 10 cents). Price—\$3.50. Business—The manufacture of precision parts for the aircraft and electronic industries. Proceeds—For sales promotion and working capital. Office—162 57th Street, Brooklyn, N. Y. Underwriter—Arden Perin & Co., Inc., New York.

**Londontown Manufacturing Co.**

Aug. 8, 1961 filed 150,000 common shares. Price—By amendment. Business—The manufacture of rainwear and golf jackets. Office—3600 Clipper Mill Road, Baltimore. Underwriter—Alex. Brown & Sons, Baltimore.

**Long Falls Realty Co.**

July 21, 1961 filed \$1,708,500 of limited partnership interests. Price—\$5,000 per interest. Business—General real estate. Proceeds—For investment. Office—18 E. 41st St., N. Y. Underwriter—Tenney Securities Corp., N. Y.

• **Long Island Bowling Enterprises, Inc. (10/2-6)**  
May 24, 1961 (letter of notification) 100,000 shares of common stock (par 10 cents). Price—\$3 per share. Business—The operation of bowling alleys. Proceeds—For general corporate purposes. Address—Mattituck, L. I., N. Y. Underwriter—Trinity Securities Corp., N. Y. C.

**Longs Drug Stores, Inc. (10/9-13)**

Aug. 24, 1961 filed 190,000 outstanding common. Price—By amendment. Business—The company operates a chain of drug stores in California and Hawaii. Proceeds—For the selling stockholders. Office—5301 Broadway, Oakland, Calif. Underwriter—Merrill Lynch, Pierce, Fenner & Smith Inc. N. Y. C. (mgr.).

**Lortogs, Inc.**

July 26, 1961 filed 200,000 common shares, of which 150,000 shares are to be offered by the company and 50,000 shares by the stockholders. Price—\$6.50. Business—The manufacture of children's sportswear. Proceeds—For repayment of loans; inventories; new products; working capital, and general corporate purposes. Office—85 Tenth Ave., New York. Underwriter—Reich & Co., New York (managing).

**Lowe's Companies, Inc. (9/25-29)**

July 28, 1961 filed 388,250 common shares. Price—By amendment. Business—The retail and wholesale distribution of building supplies, household fixtures and appliances, etc. Proceeds—For the selling stockholders. Address—North Wilkesboro, N. C. Underwriter—G. H. Walker & Co., Inc., New York (managing).

**Lunar Enterprises, Inc.**

Aug. 31, 1961 filed 125,000 common. Price—\$5.75. Business—The production of television films. Proceeds—For filming and production and working capital. Office—1501 Broadway, N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., Great Neck, N. Y.

**Lusk Corp. (11/6-10)**

Aug. 30, 1961 filed \$1,250,000 of 6½% convertible subordinated debentures due 1971, 200,000 common and 5-year warrants to purchase 50,000 common to be offered in 50 units each consisting of \$25 of debentures, 4 common and one warrant. Price—By amendment. Business—Development of residential communities. Proceeds—For working capital and general corporate purposes. Office—6910 E. Broadway, Tucson. Underwriter—Burnham & Co., N. Y. (mgr.).

**M P I Glass Fibers, Inc. (9/18)**

April 27, 1961 (letter of notification) 150,000 shares of common stock (par one cent). Price—\$2 per share. Business—The manufacture of a new patented fiber glass material to be used in rocket motor cases. Proceeds—For expenses, equipment and working capital. Office—1025 Shoreham Bldg., Washington, D. C. Underwriter—Atlantic Equities Co., Washington, D. C. Note—This company formerly was named Industrial Materials, Inc.

**MacLevy Associates, Inc.**

July 20, 1961 ("Reg. A") 150,000 common shares (par one cent). Price—\$2. Business—The distribution of health, exercise and slenderizing equipment. Proceeds—For repayment of loans, equipment, new products, sales promotion and advertising, plant removal and working capital. Office—189 Lexington Ave., N. Y. 16, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J.

**Mag-Tronics Corp.**

July 17, 1961 ("Reg. A") 250,000 common shares (par 10 cents). Price—\$1.15. Proceeds—For inventory, equipment and working capital. Office—2419 Hiawatha Ave., Minneapolis. Underwriter—Craig-Hallum Kinnard, Inc., Minneapolis.

**Magazines For Industry, Inc.**

Aug. 2, 1961 filed 135,000 common shares. Price—By amendment. Business—The publishing of business periodicals. Proceeds—For promotion, a new publication and working capital. Office—660 Madison Ave., New York. Underwriter—S. D. Fuller & Co., N. Y. (mgr.)

**Magna Pipe Line Co., Ltd. (9/18)**

June 1, 1961 filed 750,000 common shares, of which 525,000 will be offered for sale in the U. S., and 225,000 in Canada. Price—By amendment. Business—The company plans to build and operate an underwater natural gas transmission pipeline from British Columbia to Vancouver Island and a subsidiary will build a pipeline from Bremerton to Port Angeles, Washington. Proceeds—For construction. Office—508 Credit Foncier Bldg., Vancouver, B. C. Underwriters—(In U. S.) Bear, Stearns & Co., New York. (In Canada) W. C. Pittfield & Co., Ltd., Montreal.

**Magnetic Metals Co.**

July 28, 1961 filed 151,200 common shares. Price—By amendment. Business—The manufacture of magnetic components used in the electrical and electronics industries. Proceeds—For the selling stockholders. Office—Hayes Avenue at 21st Street, Camden, N. J. Underwriter—Butcher & Sherrerd, Philadelphia (managing).

**Mairs & Power Income Fund, Inc. (9/18)**

June 7, 1961 filed 40,000 common shares. Price—By amendment. Business—A mutual fund. Proceeds—For investment. Office—1002 First National Bank Bldg., St. Paul, Minn. Underwriter—None.

**Major Finance Corp.**

Aug. 18, 1961 filed \$200,000 of 7% senior subordinated debentures due 1971 (with attached warrants) and 100,000 common shares to be offered in units consisting of \$100 debenture (with a warrant to purchase one common share at \$4) and 50 common shares. Price—\$300 per unit. Business—Consumer finance. Proceeds—For working capital. Office—912 Thayer Ave., Silver Spring, Md. Underwriter—Manhattan Eastern Corp., N. Y. (mgr.)

**Malone & Hyde, Inc.**

Sept. 1, 1961 filed 275,000 common, of which 100,000 are to be offered by the company and 175,000 by the stockholders. Price—By amendment. Business—The procurement, warehousing and sale of groceries, meats, produce, etc., to retail grocers. Proceeds—For working capital. Office—1700 Dunn Ave., Memphis, Underwriter—Equitable Securities Corp., Nashville (mgr.).

**March Dynamics Inc.**

Aug. 28, 1961 filed 125,000 common. Price—\$2.50. Business—The manufacture of mechanical and electro-mechanical components. Proceeds—For equipment and working capital. Office—920 S. Oyster Bay Rd., Hicksville, N. Y. Underwriter—Paul Eisenberg & Co., N. Y. C.

**Marine Structures Corp.**

Feb. 1, 1961 (letter of notification) 100,000 shares of common stock (par one cent). Price—\$3 per share. Proceeds—To purchase raw materials, advertising and for working capital. Office—204 E. Washington St., Petaluma, Calif. Underwriter—To be named.

**Mark Truck Rental Corp.**

June 28, 1961 ("Reg. A") 50,000 common shares (par one cent). Price—\$1. Proceeds—For working capital. Office—301 Cliff Ave., Scranton, Pa. Underwriter—Vickers Securities Corp., N. Y. Offering—Imminent.

**Marks Polarized Corp. (9/25-29)**

June 27, 1961 filed 95,000 common shares. Price—By amendment. Proceeds—For expansion, acquisition of new facilities and other corporate purposes. Office—153-16 Tenth Ave., Whitestone, N. Y. Underwriters—Ross, Lyon & Co., Inc. (mgr.), Glass & Ross, Inc., and Globus, Inc., N. Y. C.

**Marlene Industries Corp. (10/23-27)**

Aug. 29, 1961 filed 225,000 common, of which 150,000 are to be offered by the company and 75,000 by stockholders. Price—\$7. Business—The manufacture of ladies' wear. Proceeds—For working capital. Office—141 W. 36th St., N.Y.C. Underwriter—Bernard M. Kahn & Co., Inc., N.Y.C.

**Marshall Industries (10/16-20)**

Aug. 4, 1961 filed 131,305 common shares to be offered for subscription by stockholders on the basis of one new share for each four shares held. Price—By amendment. Business—The manufacture of electronic components and instruments primarily for space and missile applications. Proceeds—For repayment of debt and advances to subsidiaries. Office—2065 Huntington Dr., San Marino, Calif. Underwriters—William R. Staats & Co., Los Angeles and Shearson, Hammill & Co., N. Y. (mgr.)

**Master Craft Medical & Industrial Corp.**

July 10, 1961 filed ("Reg. A") 75,000 common shares. Price—\$4. Business—The manufacture of medical and industrial plastic devices. Proceeds—For general corporate purposes. Office—95-01 150th Street, Jamaica 35, N. Y. Underwriter—Sulco Securities, Inc., N. Y. C.

**McAlester Aircraft, Inc.**

Aug. 15, 1961 ("Reg. A") 25,000 class A common shares (par \$1). Price—\$10. Proceeds—For research, engineering, production and working capital. Office—2801 S. Air Depot Boulevard, Midwest City, Okla. Underwriter—Honnold & Co., Inc., Oklahoma City.

**McIntosh (J. R. C.), Inc.**

Aug. 22, 1961 ("Reg. A") 150,000 common. Price—\$2. Proceeds—For repayment of loans, tools and equipment, sales promotion and working capital. Office—1 McIntosh Lane, El Dorado, Calif. Underwriters—Walter C. Gorey Co., San Fran., and Beckman & Co., Inc., Lodi, Calif.

**Medco, Inc. (9/25-29)**

July 13, 1961 filed 125,000 class A common shares. Price—By amendment. Business—The operation of jewelry concessions in closed-door membership department

stores. Proceeds—For expansion. Office—1211 Walnut St., Kansas City, Mo. Underwriters—Barret, Fitch, North & Co., Inc. (managing) and Midland Securities Co., Inc., Kansas City, Mo.

**Meehan-Tooker Co., Inc.**

Sept. 8, 1961 filed 100,000 common. Price—\$5. Business—The printing of advertising material, annual reports, booklets etc., by offset lithography. Proceeds—For the purchase of a high-speed press, the repayment of debt, establishment of a new department, and working capital. Office—170 Varick St., N. Y. Underwriters—Harry Odzer Co., N. Y. and Bruno-Lenchner, Inc., Pittsburgh.

**Metal Bellows Corp.**

Sept. 1, 1961 filed 140,000 common, of which 120,000 are to be offered by the company and 20,000 by a stockholder. Price—By amendment. Business—The manufacture of welded diaphragm bellows. Proceeds—For moving expenses, equipment, research and development, repayment of debt and working capital. Office—27 Mica Lane, Wellesley, Mass. Underwriter—Estabrook & Co., Boston.

**Met Food Corp.**

Aug. 25, 1961 filed 150,000 common. Price—\$4. Business—The distribution of food to retail stores in New York City. Proceeds—For general corporate purposes. Office—345 Underhill Blvd., Syosset, N. Y. Underwriter—Brand, Grumet & Seigel, Inc., N. Y. C. (mgr.)

**Micro-Lectric, Inc.**

June 12, 1961 ("Reg. A") 55,000 common shares (par 10 cents). Price—\$4. Business—The manufacture and design of potentiometers used in computers, ground control guidance systems and missiles. Proceeds—For tooling and production; repayment of loans; equipment; advertising; research and development and working capital. Office—19 Debevoise Avenue, Roosevelt, N. Y. Underwriter—Underhill Securities Corp., N. Y. Offering—Imminent.

**Micro-Precision Corp. (9/25)**

July 28, 1961 ("Reg. A") 100,000 common shares (par 20 cents). Price—\$3. Business—The development and manufacture of language laboratories for the electronics educational field and the manufacture of electronic and micro-wave components. Proceeds—For expansion and working capital. Office—55 Ninth St., Brooklyn, N. Y. Underwriters—Manufacturers Securities Corp., New York (managing); Bioren & Co., Boenning & Co., Philadelphia, Chace, Whiteside & Winslow, Inc., Draper, Sears & Co., and Schirmer, Atherton & Co., Boston.

**Middle Atlantic Credit Corp. (9/25)**

July 27, 1961 filed \$120,000 of 6½% subordinated debentures due 1971 and 60,000 common shares to be offered in units consisting of \$200 of debentures and 100 shares of stock. Price—\$500 per unit. Business—A commercial and industrial finance company. Proceeds—For working capital. Office—1518 Walnut St., Philadelphia. Underwriters—R. L. Scheinman & Co., and A. W. Benkert & Co., Inc., New York.

**Middle Atlantic Investment Co. (10/16-20)**

June 22, 1961 filed 70,000 common shares. Price—\$10. Business—An investment company. Proceeds—For investment and working capital. Address—Elkins Park, Pa. Underwriter—East & Garey Co., Inc., Wash., D. C.

**Midwest Investors Fund, Inc.**

July 17, 1961 filed 5,000,000 common shares. Price—By amendment. Business—A mutual fund. Proceeds—For investment. Office—1815 First National Bank Bldg., Minneapolis. Underwriter—Midwest Planned Investments, Inc., Minneapolis.

**Midwest Technical Development Corp. (9/25-29)**

July 14, 1961 filed 800,000 common shares. Price—By amendment. Business—A small business investment company. Proceeds—For investment. Office—2615 First National Bank Bldg., Minneapolis. Underwriters—Lee Higginson Corp., New York and Piper, Jaffray & Hopwood, Minneapolis.

**Midwestern Financial Corp.**

Aug. 28, 1961 filed 260,000 common, of which 75,000 are to be offered by the company and 185,000 by stockholders. Price—By amendment. Business—A holding company for savings and loan associations, mortgage companies, a manufacturing company, a small business investment company, etc. Proceeds—For repayment of debt. Office—2011-13th St., Boulder, Colo. Underwriters—Boettcher & Co. and Bosworth, Sullivan & Co., Inc., Denver (co-mgrs.)

**Milo Components, Inc.**

Aug. 15, 1961 ("Reg. A") 170,000 class A shares (par 10 cents). Price—\$1. Business—The manufacture of precision components, assemblies for aircraft, armaments, computers, floor waxers and industrial vacuum cleaners. Proceeds—For equipment, research and development, repayment of loans and working capital. Office—9 Cleveland Street, Valley Stream, N. Y. Underwriter—Nelson Securities, Inc., Hempstead, N. Y.

**Miner Industries, Inc.**

Aug. 10, 1961 filed 120,000 common shares. Price—\$4.50. Business—The manufacture of toys. Proceeds—For new products, advertising and working capital. Office—430 Southern Boulevard, New York. Underwriters—Golkin, Bomback & Co. and Oppenheimer & Co., New York.

**Minichrome, Inc. (10/2)**

June 16, 1961 ("Reg. A") 150,000 common shares (par 15 cents). Price—\$1.15. Proceeds—For film processing machines, machinery installation and working capital. Office—980 W. 79th St., Minneapolis, Minn. Underwriter—Continental Securities, Inc., Minneapolis, Minn.

**Minuit Investing Corp.**

Aug. 4, 1961 ("Reg. A") 28,000 shares of 80 cents cumulative, participating preferred stock (par \$1). Price—\$10. Business—An investment company. Proceeds—For ac-



quisitions, working capital and general corporate purposes. Office—225 Broadway, New York 7, N. Y. Underwriter—Pine Tree Securities, Inc., N. Y.

#### Miss Pat

Aug. 31, 1961 filed 100,000 outstanding common. Price—By amendment. Business—The manufacture of women's apparel. Proceeds—For the selling stockholders. Office—860 S. Los Angeles St., Los Angeles. Underwriter—Mitchum, Jones & Templeton, Los Angeles (mgr.).

#### Missile-Tronics Corp. (9/20)

May 8, 1961 (letter of notification) 151,900 shares of common stock (par 10 cents). Price—\$1.50 per share. Business—The manufacturers of technical equipment. Proceeds—For payment of loans; machinery and office equipment; reduction of current liabilities; research and development and working capital. Office—245 4th St., Passaic, N. J. Underwriter—Hopkins, Calamari & Co., Inc., 26 Broadway, N. Y.

#### Missile Systems Corp.

Sept. 11, 1961 filed 140,000 common, of which 100,000 are to be offered by the company and 40,000 by the stockholders. Price—By amendment. Business—The manufacture of electro-mechanical assemblies and systems for weapons under government contracts; furnishing data processing and documentation services; the manufacture of multi-color harness and cable assemblies, and the manufacture of commercial lighting equipment. Proceeds—For working capital. Office—9025 Wilshire Blvd., Beverly Hills, Calif. Underwriter—George, O'Neill & Co., Inc., N. Y. (mgr.).

#### Missouri Fidelity Life Insurance Co. (9/25)

July 14, 1961 filed 200,000 common shares. Price—By amendment. Business—A life insurance company. Proceeds—To be added to capital and surplus accounts. Office—4221 Lindell Blvd., St. Louis. Underwriter—A. C. Allyn & Co., Chicago (managing).

#### Missouri Utilities Co.

July 3, 1961 filed 50,676 common being offered for subscription by stockholders on the basis of one new for each 10 held of record Sept. 1, with rights to expire Sept. 20. Price—\$22. Proceeds—For repayment of loans and for expansion. Address—Cape Girardeau, Mo. Underwriter—Edward D. Jones & Co., St. Louis Mo.

#### Mite Corp. (9/29)

June 23, 1961 filed 325,000 capital shares. Price—By amendment. Business—The manufacture of mechanical, electro-mechanical and electronic equipment, including sewing machine attachments, small electric motors, Polaroid Land cameras, etc. Proceeds—For equipment, repayment of loans; research, development and engineering and general corporate purposes. Office—446 Blake St., New Haven, Conn. Underwriters—Kidder, Peabody & Co., New York and Charles W. Scranton & Co., New Haven, Conn. (managing).

#### Mobile Estates, Inc. (9/25-29)

June 27, 1961 filed 140,000 common shares. Price—\$6. Proceeds—To purchase land, construct and develop about 250 mobile home sites, form sales agencies and for working capital. Office—26 Dalbert, Carteret, N. J. Underwriter—Harry Odzer Co., New York (managing).

#### Mohawk Insurance Co.

Aug. 8, 1960, filed 75,000 shares of class A common stock. Price—\$12 per share. Proceeds—For general funds. Office—198 Broadway, N. Y. C. Underwriter—Meade & Co., N. Y.

#### Molecular Dielectrics, Inc.

Sept. 1, 1961 filed 150,000 common, of which 135,000 are to be offered by the company and 15,000 by Cardia Co. Price—\$5. Business—The manufacture of high-temperature electronic and electrical insulation materials. Proceeds—For equipment, a new product and working capital. Office—101 Clifton Blvd., Clifton, N. J. Underwriters—Street & Co., Inc. and Irving Weiss & Co., N. Y.

#### Mon-Dak Feed Lot, Inc.

July 17, 1961 filed 150,000 common shares. Price—\$3. Business—The breeding of livestock owned by others. Proceeds—For drilling of water test wells, purchase of land, construction, general administrative costs and working capital. Address—Glendive, Mont. Underwriter—Wilson, Ehli, Demos, Bailey & Co., Billings, Mont.

#### Monmouth Capital Corp.

Aug. 1, 1961 filed 200,000 shares of capital stock. Price—\$10. Business—A small business investment company. Office—First National Bank Bldg., Main St., Freehold, N. J. Underwriter—Meade & Co., New York.

#### Monmouth Electric Co., Inc.

Aug. 28, 1961 filed 200,000 common, of which 125,000 are to be offered by the company and 75,000 by stockholders. Price—\$6. Business—The manufacture of electronic and electro-mechanical equipment. Proceeds—For new machinery, repayment of loans and working capital. Office—1802 Corliss Ave., Neptune, N. J. Underwriters—Cruttenden, Podesta & Co., Chicago and Spear, Leeds & Kellogg, N. Y. C.

#### Monticello Lumber & Mfg. Co., Inc.

April 11, 1961 letter of notification) 75,000 of common stock (par 10c). Price—\$4 per share. Business—The sale of lumber, building supplies and hardware. Proceeds—To repay loans and for working capital. Address—Monticello, N. Y. Underwriter—J. Laurence & Co., Inc., New York, N. Y.

#### Mortgage Guaranty Insurance Co. (9/25-29)

Oct. 17, 1960 filed 155,000 shares of common stock (par \$1). Price—To be supplied by amendment. Business—Insuring lenders against loss on residential first mortgage loans, principally on single family non-farm homes. Proceeds—For capital and surplus. Office—606 West Wisconsin Avenue, Milwaukee, Wis. Underwriter—Bache & Co., New York City (managing). Note—This stock is not qualified for sale in New York State.

#### Motor Coils Manufacturing Co.

July 27, 1961 filed 100,000 common shares. Price—\$6.50. Business—The manufacture of armature, stator and field coils. Proceeds—For repayment of loans, working capital and general corporate purposes. Office—110 Thirty-Second St., Pittsburgh. Underwriter—Golkin, Bomback & Co., New York.

#### Movie Star, Inc. (9/25-29)

Aug. 9, 1961 filed 200,000 class A shares. Price—By amendment. Business—The manufacture of women's clothing. Proceeds—For general corporate purposes. Office—392 Fifth Avenue, New York. Underwriter—Milton D. Blauner & Co., Inc., New York (managing).

#### Municipal Investment Trust Fund, First Pa. Series

April 28, 1961 filed \$6,375,000 (6,250 units) of interests. Price—To be supplied by amendment. Business—The fund will invest in tax-exempt bonds of the Commonwealth of Pennsylvania and its political subdivisions. Proceeds—For investment. Sponsor—Ira Haupt & Co., 111 Broadway, New York City. Offering—Expected in early September.

#### Municipal Investment Trust Fund, Series B

April 28, 1961 filed \$12,750,000 (12,500 units) of interests. Price—To be supplied by amendment. Business—The fund will invest in tax-exempt bonds of states, counties, municipalities and territories of the U. S. Proceeds—For investment. Sponsor—Ira Haupt & Co., 111 Broadway, New York City. Offering—Expected in early September.

#### Murray Magnetics Corp. (9/25-29)

Aug. 15, 1961 filed 150,000 common shares. Price—\$6. Business—The financing, exploitation and sale of a new line of electric kitchen and household appliances. Proceeds—For the purchase of inventory, sales promotion and working capital. Office—230 Fifth Ave., New York. Underwriter—Amos Treat & Co., Inc., New York.

#### NAC Charge Plan and Northern Acceptance Corp. (9/18)

June 27, 1961 filed 33,334 class A common shares. Price—By amendment. Proceeds—For working capital. Office—16 East Pleasant St., Baltimore, Md. Underwriter—Sade & Co., Washington, D. C. (managing).

#### Narrow Fabric Co.

Aug. 18, 1961 filed 212,000 common shares, of which 75,000 shares are to be offered by the company and 137,000 shares by stockholders. Price—By amendment. Business—The manufacture of braided, woven and knitted fabrics and production of coated and processed papers. Proceeds—For repayment of loans, expansion and working capital. Office—7th and Reading Aves., West Reading, Pa. Underwriter—Drexel & Co., Philadelphia (mgr.).

#### National Bowling Lanes, Inc. (10/16-20)

July 21, 1961 filed 200,000 capital shares. Price—\$5.50. Business—The operation of bowling centers. Proceeds—For expansion, repayment of loans, and working capital. Office—220 S. 16th Street, Philadelphia. Underwriter—Edward Lewis & Co., Inc., New York.

#### National Cleaning Contractors, Inc. (9/25-29)

July 19, 1961 filed 200,000 outstanding common shares. Price—By amendment. Business—The maintenance of commercial buildings. Proceeds—For the selling stockholders. Office—60 Madison Avenue, New York. Underwriter—Bear, Stearns & Co., New York (managing).

#### National Hospital Supply Co., Inc. (9/25-29)

June 22, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—The distribution of medical supplies. Proceeds—For inventory, advertising and promotion, expansion, repayment of loans and working capital. Office—38 Park Row, New York. Underwriters—Edward Lewis & Co., Inc. and Underhill Securities Corp., New York (co-managers).

#### National Industries, Inc.

Aug. 25, 1961 ("Reg. A") 50,000 common. Price—\$6. Proceeds—For equipment, inventory and operating expenses. Office—1622 Chestnut St., Philadelphia. Underwriter—Mayo & Co., Inc., Philadelphia.

#### National Semiconductor Corp. (9/25-29)

May 11, 1961 filed 75,000 shares of capital stock. Price—To be supplied by amendment. Business—The design, development, manufacture and sale of quality transistors for military and industrial use. Proceeds—For new equipment, plant expansion, working capital, and other corporate purposes. Office—Mallory Plaza Bldg., Danbury, Conn. Underwriters—Lee Higginson Corp., N. Y. C. and Piper, Jaffray & Hopwood, Minneapolis (mgr.).

#### National Tel-Tronics Corp.

Sept. 11, 1961 filed 133,000 common. Price—\$3. Business—The manufacture of electronic components. Proceeds—For repayment of a loan, expansion, new products, working capital and general corporate purposes. Office—52 St. Casimer Ave., Yonkers, N. Y. Underwriter—Frank Karasik & Co., Inc., N. Y. (mgr.).

#### Natpac Inc. (10/25)

July 28, 1961 filed 100,000 common shares. Price—\$4.75. Business—The processing of meat and frozen food products; the financing, sale and servicing of home food freezers, and the operation of a supermarket. Proceeds—For consumer time payments, expansion, and working capital. Office—93-25 Rockaway Blvd., Ozone Park, N. Y. Underwriters—William, David & Motti, Inc., and Flomenhaft, Seidler & Co., Inc., New York.

#### New Era Mining Co.

July 5, 1961 filed 800,000 common shares. Price—50c. Proceeds—For equipment, working capital, repayment of debt and reserves. Office—9635 W. Colfax Ave., Denver. Underwriter—None.

#### New West Land Corp.

June 30, 1961 ("Reg. A") 200,000 common shares (par \$1). Price—\$1.50. Proceeds—For repayment of notes and

acquisition of real estate interests. Office—3252 Broadway, Kansas City, Mo. Underwriter—Barret, Fitch, North & Co., Kansas City, Mo.

#### Nissen Trampoline Co.

May 4, 1961 (letter of notification) 9,400 shares of common stock (par \$1). Price—At the market. Proceeds—For the selling stockholders. Office—930 27th Ave., S.W., Cedar Rapids, Iowa. Underwriter—Yates, Heitner & Woods, St. Louis, Mo. Note—This issue has been temporarily postponed.

#### Nitrogen Oil Well Service Co.

May 22, 1961 filed 100,000 shares of common stock. Prices—\$10 per share for 51,000 shares to be offered to Big Three Welding Company; \$10 per share for not less than 24,500 shares to be offered to holders (other than Big Three) of the outstanding common on the basis of one new share for each 1½ shares held; and \$10.60 per any unsubscribed shares. Business—The company furnishes high pressure nitrogen to the oil and gas industry. Proceeds—For general corporate purposes, including \$880,000 for the purchase of 20 additional liquid nitrogen high pressure pumping units. Office—3602 W. 11th St., Houston, Texas. Underwriter—Underwood, Neuhaus & Co., Inc., Houston, Texas.

#### North Atlantic Life Insurance Co. of America

June 2, 1961 filed 1,386 common shares. Price—\$350. Business—The company has applied for a New York State license to sell life, accident and health insurance and annuities. Proceeds—For general corporate purposes. Office—Meadow Brook National Bank Bldg., Mineola, N. Y. Underwriter—None.

#### North Carolina Natural Gas Corp.

Aug. 17, 1961 filed \$2,250,000 of convertible second mortgage pipeline bonds due 1981. Price—By amendment. Proceeds—For repayment of loans, working capital and general corporate purposes. Office—Grace Fittman Bldg., Fayetteville, N. C. Underwriters—To be named.

#### Northern Indiana Public Service Co. (10/3)

Aug. 28, 1961 filed \$20,253,300 of convertible debentures due Oct. 18, 1976 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 44 common held of record Sept. 29, with rights to expire Oct. 18. Price—At par. Proceeds—For working capital and construction. Office—5265 Hohman Ave., Hammond, Ind. Underwriter—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; White, Weld & Co.; Equitable Securities Corp.; Eastman Dillon, Union Securities & Co.; Lehman Brothers and Bear, Stearns & Co. (jointly); Dean Witter & Co.; Blyth & Co., Inc.; and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Kuhn, Loeb & Co. and American Securities Corp. (jointly). Bids—Expected Oct. 3 at 11 a.m. (CDST) at office of Continental Illinois National Bank & Trust Co. (Room 5A), 231 So. La Salle St., Chicago.

#### Northern Natural Gas Co. (10/17)

Sept. 8, 1961, filed 435,000 common to be offered for subscription by stockholders on the basis of one for each 20 held of record Oct. 17, with rights to expire Oct. 31. Price—By amendment. Proceeds—For the repayment of debt, and construction. Office—2223 Dodge St., Omaha, Neb. Underwriter—Blyth & Co., Inc., N. Y. (mgr.).

#### Nuclear Corp. of America (10/2-6)

Aug. 11, 1961 filed 536,280 outstanding shares of capital stock to be offered publicly and \$2,087,800 of 5½% convertible subordinated debentures due 1976 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 300 shares held. Price—(Stock) By amendment. (Debentures) At par. Business—The refining of rare earths and the manufacture of radiation instruments and vacuum tubes. Proceeds—For repayment of loans and working capital. Office—3540 W. Osborn Road, Phoenix. Underwriter—Bear, Stearns & Co., New York (managing).

#### NuTone, Inc. (9/18-22)

July 17, 1961 filed 375,000 outstanding common shares. Price—By amendment. Business—The manufacture of household appliances. Proceeds—For the selling stockholders. Office—Madison & Red Bank Roads, Cincinnati. Underwriter—Kidder, Peabody & Co., N. Y. (mgr.).

#### Occidental Petroleum Corp.

June 29, 1961 filed \$3,962,500 of subordinated convertible debentures due 1976 to be offered for subscription by common stockholders on the basis of \$100 principal amount of debentures for each 100 shares held. Price—At par. Business—The acquiring and developing of oil and gas properties. Proceeds—For exploration and development of oil leases and working capital. Office—8255 Beverly Blvd., Los Angeles. Underwriter—None.

#### Oceanic Instruments, Inc.

Aug. 24, 1961 filed 140,000 common. Price—\$1. Business—The company plans to manufacture scientific marine instruments and provide consultation services. Proceeds—For organizational expenses and purchase of equipment. Office—1515 Norton Bldg., Seattle. Underwriter—Globus, Inc., N. Y.

#### Oklahoma Cement Co.

Sept. 7, 1961 filed \$3,000,000 of sinking fund debentures due 1976 (with attached 10-year warrants to purchase 75,000 common). Price—By amendment. Business—The manufacture of portland cement. Proceeds—For construction and working capital. Office—First National Bank Bldg., Tulsa, Okla. Underwriter—Eastman Dillon, Union Securities & Co., N. Y. (mgr.).

#### Old Empire, Inc. (10/2-6)

May 1, 1961 filed \$800,000 of convertible subordinated debentures due 1971. Price—At par. Business—The manufacture, packaging and distribution of cosmetics, pharmaceuticals and household, chemical and industrial specialties. Proceeds—For the repayment of bank loans,

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property improvements and working capital. Office—865 Mt. Prospect Avenue, Newark, N. J. Underwriter—Laird, Bissell & Meeds, New York City.

**Olson Co. of Sarasota, Inc. (9/18-22)**  
April 26, 1961 ("Reg. A") 59,000 common shares (par \$1). Price—\$5. Business—The manufacture of marine supplies and electronic equipment. Proceeds—To repay loans, purchase raw materials and equipment and increase working capital. Address—P. O. Box 2430, Sarasota, Fla. Underwriter—Jay Morton & Co., Inc., Sarasota (mgr.).

**Olympia Mines, Inc.**  
Sept. 1, 1961 filed 300,000 capital shares. Price—\$1.35. Business—The exploration and development of mines. Proceeds—For mining operations. Office—44 Court St., Brooklyn, N. Y. Underwriter—Gaumont Corp., Ltd., Toronto.

**Orbit Industries, Inc.**  
Aug. 22, 1961 filed 125,000 common shares. Price—\$4. Business—Research, development, engineering and manufacturing in the telephone, electronics and related fields. Proceeds—For repayment of loans, and equipment. Office—213 Mill St., N. E., Vienna, Va. Underwriter—Hodgdon & Co., Inc., Washington, D. C.

**Orbit Instrument Corp.**  
Aug. 29, 1961 filed 100,000 capital shares. Price—\$4. Business—The production of miniature precision electro-mechanical components. Proceeds—For new equipment, products, expansion and repayment of loans. Office—131 Elaine Way, Syosset, N. Y. Underwriter—Hardy & Co., N. Y. C. (mgr.).

**Originala Inc.**  
Aug. 29, 1961 filed 150,000 common. Price—\$9.25. Business—The manufacture of women's coats. Proceeds—For the selling stockholders. Office—512 Seventh Ave., N. Y. Underwriters—Globus, Inc., and Divine & Fishman, Inc., N. Y.

**Orion Electronics Corp.**  
Aug. 28, 1961 filed 100,000 common. Price—\$3.50. Business—The manufacture of precision electronic sub-systems for the generation, detection and control of frequencies up through the microwave region. Proceeds—For expansion, equipment and working capital. Address—Tuckahoe, N. Y. Underwriter—A. D. Gilhart & Co., Inc., N. Y. C.

**Osrow Products Co., Inc.**  
July 28, 1961 ("Reg. A") 60,000 common shares (par 10 cents). Price—\$5. Business—The manufacture of car and window washing equipment. Proceeds—For working capital, research and development, new products and general corporate purposes. Office—115 Hazel Street, Glen Cove, L. I., N. Y. Underwriter—General Securities Co., Inc., New York.

**Pacific Gas & Electric Co. (9/26)**  
Sept. 1, 1961 filed \$60,000,000 of first and refunding mortgage bonds series GG due 1993. Proceeds—For construction. Office—245 Market St., San Francisco. Underwriters—(Competitive) Probable bidders: First Boston Corp. and Halsey, Stuart & Co. Inc. (jointly) and Blyth & Co., Inc., N. Y. Bids—Expected Sept. 26.

**Pacific Northwest Bell Telephone Co. (9/20)**  
Aug. 25, 1961 filed 17,459,490 outstanding common (par \$11) to be offered for subscription by stockholders of Pacific Telephone & Telegraph Co., parent. Each shareholder of the latter firm will be given an assignable warrant evidencing the right to purchase the stock on the basis of one right for each common held and seven rights for each preferred held. The record date will be Sept. 20 and the rights expiration date Oct. 20. Price—Six rights plus \$16 per share. Business—The company furnishes telephone service in Washington, Oregon and northern Idaho. Proceeds—For the selling stockholder—Pacific Telephone & Telegraph Co. Office—1200 Third Ave., Seattle, Wash. Underwriter—None.

**Pacific States Steel Corp. (11/6-10)**  
June 21, 1961 filed 100,000 outstanding shares of capital stock (par 50 cents) to be sold by stockholders. Price—\$6. Business—The manufacture of steel products. Proceeds—For the selling stockholder. Office—35124 Alvarado-Niles Road, Union City, Calif. Underwriters—First California Co., Inc., and Schwabacher & Co., San Francisco (mgr.).

**Pakco Management & Development Co.**  
Aug. 25, 1961 filed 310,000 common. Price—\$11. Business—The large scale production of blueberries, cranberries, etc. Proceeds—For repayment of loans, property improvements and general corporate purposes. Office—104 Bellevue Ave., Hammon, N. J. Underwriter—Woodcock, Moyer, Fricke & French, Philadelphia (mgr.).

**Palestine Economic Corp.**  
Aug. 7, 1961 filed 120,000 common shares. Price—\$25 payable in cash or in certain State of Israel bonds. Business—The company plans to engage in banking, agriculture, industry, etc. in Israel. Proceeds—For investment. Office—18 E. 41st St., N. Y. Underwriter—None.

**Palmetto Pulp & Paper Corp.**  
June 28, 1961 filed 1,000,000 common shares. Price—\$3.45. Business—The growth of timber. Proceeds—For working capital and the possible purchase of a mill. Address—P. O. Box 199, Orangeburg, S. C. Underwriter—Stone & Co., N. Y.

**Pan-Alaska Fisheries, Inc.**  
July 26, 1961 filed 120,000 common shares. Price—By amendment. Business—The processing of Alaska king crab. Proceeds—For acquisition of fishing boats, equipment and working capital. Office—Dexter Horton Bldg., Seattle. Underwriter—Robert L. Ferman & Co., Inc., New York (managing).

**Panoramic Electronics, Inc. (10/2-6)**  
Aug. 17, 1961 filed 120,000 common shares, of which 90,000 shares are to be offered by the company and 30,000 shares by stockholders. Price—By amendment. Business—The manufacture of electronic test measurement and monitoring instruments. Proceeds—For acquisition of property and construction of a new plant, laboratory, equipment and working capital. Office—520 S. Fulton Ave., Mount Vernon, New York. Underwriter—Hayden, Stone & Co., New York (managing).

**Paradynamics Inc.**  
Sept. 5, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The company will produce micro-wave test equipment and components. Proceeds—For equipment, advertising, research and development and working capital. Office—Urban Ave., Westbury, N. Y. Underwriter—Karen Securities Corp., N. Y.

**Paragon Pre-Cut Homes, Inc.**  
Aug. 25, 1961 filed \$1,000,000 of 15-year sinking fund debentures due 1976 (with warrants attached) and 100,000 common to be offered in 10,000 units each consisting of 10 common and \$100 of debentures. Price—By amendment. Business—The packaging and direct sale of pre-cut home building materials. Proceeds—For repayment of loans and working capital. Office—499 Jericho Turnpike, Mineola, N. Y. Underwriter—L. F. Rothschild & Co., N. Y. C. (mgr.).

**Pargas, Inc. (9/21)**  
Aug. 3, 1961 filed 150,000 common shares, of which 75,000 will be sold by the company and 75,000 by a stockholder. Price—By amendment. Business—The sale of liquefied petroleum gas and equipment. Proceeds—For general corporate purposes. Office—Waldorf, Md. Underwriter—Kidder, Peabody & Co., Inc., N. Y. (mgr.).

**Parish (Amos) & Co., Inc.**  
June 23, 1961 filed 208,000 outstanding common shares. Price—By amendment. Business—Business advisors and consultants to specialty and department stores. Proceeds—For the selling stockholders. Office—500 Fifth Avenue, New York. Underwriter—The James Co., New York.

**Patent Resources, Inc. (9/18-22)**  
May 24, 1961 filed 150,000 shares of common stock. Price—To be supplied by amendment. Business—The company was organized in November 1960 to acquire, exploit and develop patents, and to assist inventors in developing and marketing their inventions. Proceeds—For general corporate purposes. Office—608 Fifth Ave., New York City. Underwriters—Darius, Inc., New York (managing); N. A. Hart & Co., Bayside, N. Y., and E. J. Roberts & Co., Inc., Ridgewood, N. J.

**Favelle Corp. (10/16-20)**  
Aug. 22, 1961 filed 200,000 common shares. Price—By amendment. Business—Research and development in the field of color photography and the manufacture of commercial color photographic processing equipment. Proceeds—For expansion, research and repayment of loans. Office—Time & Life Bldg., Rockefeller Center, New York. Underwriter—Bear, Stearns & Co., New York.

**Pellegrino Aggregate Technico, Inc.**  
Aug. 10, 1961 filed 130,000 class A common shares. Price—\$5. Business—The manufacture of building materials. Proceeds—For payment of income taxes and loans and for working capital. Office—Woodbridge-Carteret Road, Port Reading, N. J. Underwriter—Mortimer B. Burnside & Co., Inc., New York.

**Photo-Animation, Inc. (10/10)**  
July 26, 1961 filed 150,000 common shares. Price—\$1.25. Business—The manufacture of machines, equipment and devices used in the creation of animated motion pictures. Proceeds—For development of new products, repayment of loans and working capital. Office—34 S. West St., Mount Vernon, N. Y. Underwriter—First Philadelphia Corp., New York.

**Photographic Assistance Corp.**  
June 27, 1961 filed 150,000 common shares. Price—\$1. Proceeds—For expansion, equipment and working capital. Office—1335 Gordon St., S. W., Atlanta, Ga. Underwriters—Globus, Inc., and Harold C. Shore & Co., Inc., N. Y.

**Photon, Inc.**  
Aug. 24, 1961 filed \$1,785,000 of 5% convertible subordinated income debentures due 1971 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 40 common held. Price—At par. Business—The manufacture of a photographic type setting machine. Proceeds—For repayment of a loan and working capital. Office—58 Charles St., Cambridge, Mass. Underwriter—None.

**Pickwick International, Inc. (10/25)**  
July 27, 1961 filed 100,000 common shares. Price—\$3. Business—The distribution of phonograph records. Proceeds—For advertising and promotion, merchandising, repayment of loans, additional personnel, working capital and other corporate purposes. Office—8-18 43rd Ave., Long Island City, N. Y. Underwriter—William, David & Mott, Inc., New York.

**Pickwick Recreation Center, Inc.**  
April 21, 1961 (letter of notification) 100,000 shares of common stock (no par). Price—\$3 per share. Proceeds—To pay for construction, working capital and, general corporate purposes. Office—921-1001 Riverside Drive, Burbank, Calif. Underwriter—Fairman & Co., Los Angeles, Calif. Note—Offering was indefinitely postponed.

**Pictorial Production Inc.**  
Aug. 29, 1961 filed 149,178 common, of which 25,000 are to be offered by the company and 124,178 by stockholders. Price—\$10. Business—Research, development and production in the field of lenticular optics. Proceeds—For construction and equipment. Office—60 Kingsbridge Rd., E. Mt. Vernon, N. Y. Underwriter—C. E. Unterberg, Towbin Co., N. Y. C. (mgr.).

**Pioneer Astro Industries, Inc. (10/2-6)**  
July 27, 1961 filed 150,000 common shares. Price—By amendment. Business—The manufacture of precision machined components and assemblies for missile guidance systems. Proceeds—For a new plant, additional equipment and working capital. Office—7401 W. Lawrence Ave., Chicago. Underwriter—Francis I. du Pont & Co., New York (managing).

**Pittsburgh Steel Co.**  
Sept. 13, 1961 filed 1,110,617 common to be offered for subscription by stockholders on the basis of 7 for each 10 held. Price—By amendment. Proceeds—For expansion. Office—1600 Grant Bldg., Pittsburgh 30, Pa. Underwriter—Kuhn, Loeb & Co., Inc., N. Y.

**Plasticon Corp. (9/25-29)**  
May 8, 1961 filed 665,666 shares of common stock, of which 90,666 shares are to be publicly offered, 25,000 shares are to be offered to Leyghton-Paige Corp., 150,000 shares are to be offered to Leyghton-Paige stockholders on the basis of one Plasticon share for each three Leyghton-Paige shares held, and 400,000 shares are to be offered to holders of the company's \$1,200,000 of 5% promissory notes. Price—\$3 per share, in all cases. Business—The manufacture of large plastic containers. Proceeds—To discharge the indebtedness represented by Plasticon's 5% promissory notes, with the balance for more equipment and facilities. Office—Minneapolis, Minn. Underwriter—None.

**Plast-O-Tron, Inc.**  
Aug. 17, 1961 ("Reg. A") 66,666 common (par 1c). Price—\$3. Business—The manufacture of thermoforming machinery for production of plastic bubbles for packaging and the manufacture of plastic products. Proceeds—For inventory, development of new products, equipment, working capital and general corporate purposes. Office—60 Park Pl., Newark, N. J. Underwriter—E. A. Le Vay & Co., N. Y. C.

**Playskool Manufacturing Co.**  
Aug. 11, 1961 filed 135,000 common shares, of which 60,000 shares are to be offered by the company and 75,000 shares by stockholders. Price—By amendment. Business—The manufacture of toys. Proceeds—For repayment of loans. Office—3720 North Kedzie Avenue, Chicago. Underwriter—Lehman Brothers, New York.

**Plymouth Discount Corp.**  
Aug. 28, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Consumer sales financing. Proceeds—For repayment of notes and working capital. Office—2211 Church Ave., Brooklyn, N. Y. Underwriter—M. Posey Associates, Ltd., 50 Broadway, N. Y.

**Polytronic Research, Inc. (9/25)**  
June 7, 1961 filed 193,750 common shares, of which 150,000 will be sold for the company and 43,750 for stockholders. Price—By amendment. Business—Research and development, engineering and production of certain electronic devices for aircraft, missiles, oscilloscopes, electronic vending machines and language teaching machines. Proceeds—For expansion, repayment of debt and working capital. Office—7326 Westmore Rd., Rockville, Md. Underwriters—Jones, Kreeger & Co., and Balogh & Co., Washington, D. C. (managing).

**Precision Circuits, Inc.**  
July 20, 1961 ("Reg. A") 260,000 common shares (par 10 cents). Price—\$1.15. Proceeds—For a new building, equipment and working capital. Office—2532-25th Ave., S., Minneapolis. Underwriter—Naftalin & Co., Inc., Minneapolis.

**Precision Microwave Corp. (10/16-20)**  
Aug. 21, 1961 filed 165,000 common shares, of which 115,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—\$10. Business—The manufacture of specialized microwave components for radar, missiles and communication systems. Proceeds—For working capital, inventories and equipment. Office—Main Street, Millis, Mass. Underwriter—Peter Morgan & Co., New York.

**Preco Industries, Inc.**  
Aug. 25, 1961 filed 100,000 common. Price—\$4. Business—The sale of custom built swimming pools. Proceeds—For repayment of loans and working capital. Office—203 Bala Ave., Bala Cynwyd, Pa. Underwriter—Dean Samitas & Co., N. Y. C. (mgr.).

**Premier Albums, Inc.**  
July 31, 1961 filed 120,000 common shares. Price—\$5. Business—The manufacture of long-playing stereophonic and monaural phonograph records. Proceeds—For acquisition of facilities, marketing of new stereophonic records and working capital. Office—356 W. 40th St., New York. Underwriter—Gianis & Co., New York.

**President Airlines, Inc.**  
June 13, 1961 ("Reg. A") 150,000 class A common shares (par one cent). Price—\$2. Business—Air transportation of passengers and cargo. Proceeds—For payment of current liabilities and taxes; payment of balance on CAB certificate and working capital. Office—630 Fifth Avenue, Rockefeller Center, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J.

**Prevor-Mayrsohn International, Inc.**  
July 31, 1961 ("Reg. A") 80,000 common shares (par 10 cents). Price—\$3.75. Business—Export, import, brokerage and wholesale marketing of fruits, vegetables and poultry. Proceeds—For expansion, sales promotion, advances to growers, working capital and general corporate purposes. Office—99 Hudson Street, New York. Underwriter—J. J. Krieger & Co., Inc., New York.

**Pride Industries, Inc.**  
Aug. 29, 1961 filed 75,000 common. Price—\$5. Business—The sale of pet foods. Proceeds—For inventory, repayment of a loan, machinery, new products, advertising, sales promotion, and working capital. Office—4408 Fair-



mount Ave., Philadelphia. Underwriter—Steven Investment Corp., Bala Cynwyd, Pa.

#### Producing Properties, Inc.

Aug. 17, 1961 filed 600,000 common shares. Price—By amendment. Business—The acquisition and operation of oil properties. Proceeds—For working capital. Office—35th floor Southland Center, Dallas. Underwriter—Hemphill, Noyes & Co., New York (managing).

#### Product Research of Rhode Island, Inc.

July 28, 1961 filed 330,000 common shares. Price—\$2.05. Business—The manufacture of vinyl plastic products used in the automotive, marine and household fields. Proceeds—For repayment of debt, new equipment and working capital. Office—184 Woonasquatucket Avenue, North Providence, R. I. Underwriter—Continental Bond & Share Corp., Maplewood, N. J. Offering—Expected in late October.

#### Programs For Television, Inc.

Aug. 29, 1961 filed 150,000 common. Price—By amendment. Business—The distribution of films for motion pictures and television. Proceeds—For repayment of debt and working capital. Office—1150 Avenue of the Americas, N. Y. Underwriter—To be named.

#### Progressitron Corp.

June 9, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—Manufacturers of electronic, electro mechanical and mechanical devices. Proceeds—For general corporate purposes. Office—14-25 128th St., College Point, N. Y. Underwriter—Netherlands Securities Co., New York.

#### Public Service Co. of Colorado (10/2)

Aug. 25, 1961 filed \$30,000,000 of first mortgage bonds due 1991. Office—900 15th St., Denver, Colo. Underwriters—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; Harriman Ripley & Co., Inc.; Eastman Dillon, Union Securities & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc.; and Dean Witter & Co. (jointly); Kidder, Peabody & Co. and White, Weld & Co. (jointly); Blyth & Co., Inc.; and Smith, Barney & Co. (jointly); Lehman Brothers and First Boston Corp. (jointly). Bids—Oct. 2, 1961, 11:30 a.m. (EDST) at the office of Morgan Guaranty Trust Co., 54 Liberty St. (6th fl.), N. Y. Information Meeting—Sept. 28, 10 a.m. (EDST) at above office of Morgan Guaranty Trust Co. (Mezzanine B).

#### Publishers Co., Inc.

Aug. 29, 1961 filed \$1,200,000 of 6% subordinated convertible debentures due 1967. Price—At par. Business—The publishing of books. Proceeds—For redemption of outstanding 12% debentures due 1965 and for expansion. Office—1106 Connecticut Ave., N.W., Washington, D.C. Underwriter—Roth & Co., Inc., Philadelphia.

#### Publishers Vending Services, Inc. (9/25-29)

July 3, 1961 filed \$600,000 of 5½% convertible subordinated debentures due 1971; 120,000 common shares which underlie 2-year first warrants exercisable at \$7.50 per share, and 120,000 common shares which underlie 5-year second warrants, exercisable at \$10 per share. The securities are to be offered for public sale in units of one \$100 debenture, 20 first warrants and 20 second warrants. Price—\$100 per unit. Business—The design, manufacture, sale and leasing of coin-operated vending machines for magazines, newspapers and paperback books. Proceeds—For the repayment of debt, advertising, sales promotion, and the manufacture of new machines. Office—1201 South Clover Drive, Minneapolis. Underwriter—D. H. Blair & Co., New York.

#### Fuente Rico Telephone Co.

Aug. 9, 1961 filed 120,000 common being offered for subscription by stockholders on the basis of one new for each five shares held of record Sept. 6 with rights to expire Sept. 21. Price—\$70. Proceeds—For expansion and repayment of loans. Office—261 Tanca St., San Juan, Puerto Rico. Underwriter—None.

#### R C F Com-Tronics, Inc.

Sept. 1, 1961 ("Reg. A") 140,000 common. Price—\$2. Business—The manufacture of electronic business machine. Proceeds—For equipment, research and development, inventory, expansion, advertising and working capital. Address—Box 176, Richland, N. Y. Underwriter—None.

#### Rabin-Winters Corp. (9/21)

June 19, 1961 filed 180,000 common shares of which 80,000 shares are to be offered by the company and 100,000 shares by stockholders. Price—By amendment. Business—The manufacture of pharmaceuticals, cosmetics, lighter fluid and related items. Proceeds—To repay loans and for working capital. Office—700 N. Sepulveda Boulevard, El Segundo, Calif. Underwriter—H. Hentz & Co., New York.

#### Ragen Precision Industries, Inc.

Aug. 31, 1961 filed 100,000 common. Price—By amendment. Business—The manufacture of precision parts, components, assemblies and subassemblies for the business machine, electronic and aircraft industries. Proceeds—For equipment, repayment of loans and general corporate purposes. Office—9 Porette Ave., North Arlington, N.J. Underwriter—Marron, Sloss & Co., Inc., N.Y. (mgr.).

#### Raymond Engineering Laboratory, Inc.

Aug. 15, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—By amendment. Business—The manufacture of timing devices, accelerometers and related equipment for missiles, satellites and space vehicles. Proceeds—For repayment of loans, equipment, and working capital. Office—Smith Street, Middletown, Conn. Underwriter—Lee Higginson Corp., New York (mgr.). Offering—Expected in early October.

#### Real Properties Corp. of America

July 25, 1961 filed 365,000 class A shares. Price—\$10. Business—A real estate investment company. Office—

1451 Broadway, New York. Underwriter—Stanley Heller & Co., New York City (managing).

#### Realtone Electronics Corp. (11/13-17)

Aug. 16, 1961 filed 100,000 common shares. Price—\$4. Business—The marketing of transistorized radios and related equipment. Proceeds—Repayment of loans and general corporate purposes. Office—71 Fifth Ave., New York. Underwriter—Lieberbaum & Co., New York (mgr.). Offering—Expected in early October.

#### Red Rope Stationery Industries, Inc.

Aug. 23, 1961 filed 160,000 common. Price—\$3.50. Business—The manufacture of stationery supplies. Proceeds—For working capital, equipment, expansion and repayment of debt. Office—70 Washington St., Brooklyn, N. Y. Underwriter—George, O'Neill & Co., Inc., N. Y. (mgr.).

#### Red Wing Fiberglass Products, Inc.

July 28, 1961 ("Reg. A") 260,000 common shares (par 25 cents). Price—\$1.15. Proceeds—For repayment of debt, building improvements, equipment, research and development, and working capital. Office—Industrial Park, Red Wing, Minn. Underwriter—York & Mavroulis, Minn.

#### Redman Manufacturing & Engineering Co.

Aug. 9, 1961 filed 70,000 common shares, of which 35,000 shares are to be offered by the company and 35,000 shares by stockholders. Price—By amendment. Business—The manufacture of moulds used by the plastic and container and packaging industry. Proceeds—For repayment of loans, equipment, working capital and a new plant. Office—1630 Oakland, Kansas City, Mo. Underwriter—Stern Brothers & Co., Kansas City, Mo. (mgr.).

#### Reeves Broadcasting & Development Corp.

(9/25-29)  
June 16, 1961 filed \$2,500,000 of convertible debentures. Price—At par. Business—The operation of TV stations and recording studios and the development of real estate properties in North Carolina. Proceeds—For expansion, the repayment of loans, for working capital and other corporate purposes. Office—304 E. 44th St., New York. Underwriter—Laird & Co., Corp., Wilmington, Del. (mgr.).

#### Regal Homes, Inc.

Aug. 15, 1961 filed 51,000 capital shares. Price—\$12. Business—For construction and sale of "shell" homes and mortgage financing. Proceeds—For working capital. Address—Hopkinsville, Ky. Underwriter—J. J. B. Hilliard & Sons, Louisville.

#### Reher Simmons Research Inc. (9/25)

May 8, 1961 filed 150,000 shares of capital stock. Price—\$6 per share. Business—The research and development of processes in the field of surface and biochemistry. Proceeds—For plant construction, equipment, research and development, sales promotion and working capital. Office—545 Broad St., Bridgeport, Conn. Underwriter—McLaughlin, Kaufmann & Co., (managing).

#### Rexach Construction Co., Inc.

July 28, 1961 filed \$1,500,000 of 6½% sinking fund debentures (with warrants) due 1976 and 105,000 outstanding common shares. Price—By amendment. Business—The construction of highways, buildings and homes. Proceeds—For repayment of a loan, purchase of stock in Puerto Rico Aggregates Co., and working capital. Address—San Juan, Puerto Rico. Underwriters—P. W. Brooks & Co., Inc., New York and CIA Financiera de Inversiones, Inc., San Juan (managing).

#### Riverview ASC, Inc. (10/2-6)

May 18, 1961 ("Reg. A") 100,000 common shares. Price—\$3. Business—Real estate and utility development in Florida. Proceeds—For expansion. Office—2823 So. Washington Ave., Titusville, Fla. Underwriter—Albion Securities Co., Inc., New York.

#### Ro Ko, Inc. (10/16)

Aug. 7, 1961 filed 120,000 class A common shares. Price—\$5. Business—The manufacture of stuffed toys. Proceeds—For down payments on the purchase of buildings, equipment and expansion. Office—3115 E. 12th St., Kansas City, Mo. Underwriters—Midland Securities Co., Inc. and George K. Baum & Co., Kansas City, Mo. (mgr.).

#### Robins Industries Corp.

July 27, 1961 filed 100,000 common shares. Price—\$2.50. Business—The manufacture of products in the electronic sound and recording field. Proceeds—For repayment of a loan, moving expenses, research and development, tooling, advertising and working capital. Office—36-27 Prince St., Flushing, N.Y. Underwriter—Carroll Co., N.Y.

#### Rochester Instrument Systems, Inc.

Aug. 30, 1961 ("Reg. A") 75,000 common. Price—\$3. Business—The company is in the electronic process business with emphasis on the nuclear energy segment. Proceeds—For production and working capital. Office—275 N. Union St., Rochester, N. Y. Underwriter—None.

#### Rocky Mountain Natural Gas Co., Inc. (9/25-29)

July 10, 1961 filed \$1,500,000 of sinking fund debentures due 1981 (with attached warrants) and 150,000 common shares to be offered in 75,000 units, each consisting of \$20 of debentures (with an attached warrant) and two common shares. Price—By amendment. Proceeds—For construction and general corporate purposes. Office—1726 Champa St., Denver. Underwriter—Merrill Lynch, Pierce, Fenner & Smith Inc., New York (managing).

#### Roddy Recreation Products, Inc.

July 31, 1961 ("Reg. A") 100,000 common shares (par \$1). Price—\$3. Proceeds—For repayment of debt. Office—1526 W. 166th St., Gardena, Calif. Underwriter—Harrison & Henderson, Los Angeles.

#### Rodney Metals, Inc. (10/2-6)

June 30, 1961 filed 140,000 common shares. Price—\$10. Proceeds—For the repayment of debt and other corporate purposes. Office—261 Fifth Ave., New York. Underwriter—Amos Treat & Co., Inc., N. Y. (mgr.).

#### Roph Associates, Inc.

Aug. 10, 1961 ("Reg. A") 75,000 common shares (par five cents). Price—\$4. Business—The sale of freezers and food plans. Proceeds—For inventory, a food dept, advertising and promotion and general corporate purposes. Office—300 Northern Boulevard, Great Neck, N. Y. Underwriter—David Barnes & Co., Inc., New York.

#### Ross Products, Inc.

July 14, 1961 filed 200,000 common shares, of which 100,000 shares are to be offered by the company and 100,000 shares by the stockholders. Price—By amendment. Business—The importing and distributing of general merchandise. Proceeds—For repayment of debt, expansion and general corporate purposes. Office—1107 Broadway, New York. Underwriters—Blair & Co. and F. L. Rossman & Co., New York.

#### Royal Land & Development Corp. (11/13-17)

Aug. 2, 1961 filed 2,000,000 class A common shares. Price—\$1. Business—General real estate and construction. Proceeds—For construction and general corporate purposes. Office—400 Stanley Ave., Brooklyn, N. Y. Underwriter—Lieberbaum & Co., New York (managing).

#### S. O. S. Photo-Cine-Optics, Inc.

June 29, 1961 filed \$50,000 of 6% subordinated debentures due 1969 and 50,000 common shares to be offered in units consisting of \$10 of debentures and 10 common shares. Price—\$40 per unit. Business—The manufacturing, renting and distributing of motion picture and television production equipment. Proceeds—For new equipment, advertising, research and development, working capital and other corporate purposes. Office—602 W. 52nd St., New York. Underwriter—William, David & Motti, Inc., New York. Offering—Sometime in October.

#### Sav-Mor Oil Corp. (10/16)

July 5, 1961 ("Reg. A") 92,000 common shares (par one cent). Price—\$2.50. Business—Wholesale distribution of gasoline and oil to service stations. Proceeds—For expansion. Office—151 Birchwood Park Dr., Jericho, L. I., N. Y. Underwriter—Armstrong & Co., Inc., New York.

#### Save-Tax Club, Inc.

July 6, 1961 ("Reg. A") 150,000 common shares (par 10 cents). Price—\$2. Business—A plan to stimulate retail merchandising in New York City. Retail establishments who join the plan will give 3% discounts to members of the Save-Tax Club. Proceeds—For salaries to salesmen, advertising, public relations, additional employees, and working capital. Office—135 W. 52nd St., New York. Underwriter—B. G. Harris & Co., Inc., New York.

#### Saxton Products, Inc.

Aug. 28, 1961 ("Reg. A") 80,000 common. Price—\$3.75. Business—The manufacture of wires and cables. Proceeds—For repayment of indebtedness, equipment, advertising, inventory and general corporate purposes. Office—4320-26 Park Ave., Bronx 57, N. Y. Underwriter—Stern, Zeiff & Co., Inc., N. Y.

#### Scot's Discount Enterprises, Inc.

July 21, 1961 filed 175,000 common shares. Price—\$2.25. Business—The retail sale of merchandise at a low mark-up. Proceeds—For new stores, inventory, and working capital. Address—East Windsor, Conn. Underwriter—Willis E. Burnside & Co., Inc., New York.

#### Second Financial, Inc. (9/18)

June 20, 1961 filed 100,000 common shares. Price—\$3. Business—The purchase of notes, mortgages, contracts, etc., from Shell Home Builders. Proceeds—For investment. Office—2740 Apple Valley Road, N. E., Atlanta, Ga. Underwriter—Globus, Inc., New York.

#### Security Acceptance Corp.

March 7, 1961 filed 100,000 shares of class A common stock and \$400,000 of 7½% 10-year debenture bonds, to be offered in units consisting of \$100 of debentures and 25 shares of stock. Price—\$200 per unit. Business—The purchase of conditional sales contracts on home appliances. Proceeds—For working capital and expansion. Office—724 9th St., N. W., Washington, D. C. Underwriter—None.

#### Seeburg Corp. (9/28)

Aug. 18, 1961 filed 303,812 common shares to be offered for subscription by stockholders on the basis of one new share for each five shares held. Price—By amendment. Business—The manufacture of coin-operated phonographs and other vending equipment. Proceeds—For repayment of loans and the financing of receivables and inventories. Office—1500 N. Dayton St., Chicago. Underwriter—White, Weld & Co., New York (managing).

#### Semicon, Inc. (10/2-6)

June 30, 1961 filed 125,000 class A common shares. Price—By amendment. Business—The manufacture of semiconductor devices for military, industrial and commercial use. Proceeds—For equipment, plant expansion and new products. Address—Sweetwater Avenue, Bedford, Mass. Underwriter—S. D. Fuller & Co., New York (managing).

#### Shasta Minerals & Chemical Co. (10/2)

April 24, 1961 filed 500,000 shares of common stock. Price—\$2.50 per share. Business—Acquisition, development, and exploration of mining properties. Proceeds—For general corporate purposes. Office—1406 Walker Bank Bldg., Salt Lake City, Utah. Underwriter—None.

#### Shaw-Barton, Inc.

Aug. 15, 1961 filed 100,000 outstanding common shares. Price—By amendment. Business—The manufacture of calendars and specialty advertising. Proceeds—For the selling stockholders. Address—Coshocton, Ohio. Underwriter—Cruttenden, Podesta & Co., Chicago (mgr.).

#### Shelley Urethane Industries, Inc.

May 24, 1961 filed 200,000 shares of common stock. Price—To be supplied by amendment. Business—The manufacture, converting and distribution of urethane foam

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products to industry. **Proceeds**—For expansion, new equipment, repayment of debt, and working capital. **Office**—4542 East Dunham St., City of Commerce, Calif. **Underwriter**—Garat & Polonitz, Inc., Los Angeles (managing). **Note**—This company plans to change its name to Urethane Industries International Inc. **Offering**—Expected in October.

• **Shepard Airtronics, Inc. (9/18)**  
April 26, 1961 (letter of notification) 75,000 shares of common stock (par one cent). **Price**—\$4 per share. **Business**—The manufacture of high altitude breathing and ventilation equipment. **Proceeds**—For repayment of loans; new equipment, research and development, plant improvement, purchase of inventory, advertising and working capital. **Office**—787 Bruckner Boulevard, Bronx, N. Y. **Underwriters**—L. C. Wegard & Co., 28 West State St., Trenton, N. J. (managing); L. J. Termo & Co., Inc., New York and Copley & Co., Colorado Springs, Colo.

• **Sierra Capital Co.**  
Sept. 5, 1961 filed 1,000,000 capital shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—105 Montgomery St., San Francisco. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y.

• **Site-Fab, Inc.**  
Aug. 21, 1961 ("Reg. A") 100,000 common (par 10c). **Price**—\$3. **Proceeds**—For purchase and improvement of land, promotion and development and working capital. **Office**—901 Market St., Wilmington, Del. **Underwriter**—H. P. Black & Co., Inc., Washington, D. C.

• **Small Business Investment Co. of New York, Inc.**  
Aug. 22, 1961 filed 875,000 common shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For investment in and loans to small business. **Office**—40 Beaver St., Albany, N. Y. **Underwriter**—Dillon, Read & Co., Inc., New York.

• **Southern Diversified Industries, Inc.**  
Aug. 8, 1961 filed 250,000 common shares. **Price**—\$5.50. **Business**—The purchase, inventorying and wholesale distribution of roofing materials, sheet metal products and heating and air conditioning accessories. **Proceeds**—For repayment of debt, purchase of merchandise and operating expenses. **Office**—3690 Northwest 62nd St., Miami, Fla. **Underwriter**—Netherlands Securities Co., Inc., New York.

• **Southern Growth Industries, Inc.**  
June 28, 1961 filed 100,000 common shares. **Price**—\$6. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—Poinsett Hotel Building, Greenville, S. C. **Underwriter**—Capital Securities Corp., Greenville, S. C.

• **Southern Realty & Utilities Corp. (10/2-6)**  
May 26, 1961 filed \$3,140,000 of 6% convertible debentures due 1976, with warrants to purchase 31,400 common shares, to be offered for public sale in units of \$500 of debentures and warrants for five common shares. **Price**—At 100% of principal amount. **Business**—The development of unimproved land in Florida. **Proceeds**—For the repayment of debt, the development of property, working capital and other corporate purposes. **Office**—1674 Meridian Avenue, Miami Beach, Fla. **Underwriters**—Hirsch & Co., and Lee Higginson Corp., both of New York City (managing).

• **Southwestern Growth Fund, Inc.**  
July 21, 1961 filed 200,000 common shares. **Price**—At net asset value plus 8½% sales commission. **Business**—A mutual fund. **Proceeds**—For investment. **Office**—402 University Towers, El Paso, Texas. **Underwriter**—None.

• **Southwestern Research & Development Co. (10/10)**  
Aug. 28, 1961 filed 600,000 common. **Price**—\$10. **Business**—A business investment company. **Proceeds**—For investments. **Office**—1101 N. First St., Phoenix. **Underwriter**—Wilson, Johnson & Higgins, San Francisco (mgr.).

• **Spectron, Inc. (9/25-29)**  
June 9, 1961 filed 83,750 class A common shares (par 10 cents). **Price**—\$4.50. **Business**—The design, development and manufacture of electronic systems, instruments and equipment, including microwave, radar and underwater communication devices. **Proceeds**—For purchase of equipment, plant expansion, patent development and general corporate purposes. **Office**—812 Ainsley Bldg., Miami, Fla. **Underwriter**—Hampstead Investing Corp., New York (managing).

• **Star Homes, Inc.**  
June 28, 1961 filed \$500,000 7% subordinated debentures due 1971 and 200,000 common shares to be offered in units, each unit consisting of \$50 of debentures and 20 common shares. **Price**—\$100 per unit. **Business**—The construction and sale of shell homes. **Proceeds**—For repayment of loans, advances to a subsidiary, establishment of branch sales offices and working capital. **Office**—336 S. Salisbury Street, Raleigh, N. C. **Underwriter**—D. E. Liederman & Co., Inc., New York (managing).

• **Star Industries, Inc. (10/2-6)**  
Aug. 23, 1961 filed 415,576 class A, of which 103,894 are to be offered by the company and 311,682 by stockholders. **Price**—By amendment. **Business**—A wholesale liquor distributor. **Proceeds**—For repayment of loans and working capital. **Office**—31-10 48th Ave., Long Island City, N. Y. **Underwriters**—Lee Higginson Corp. and H. Hentz & Co. (co-mgrs.).

• **Sterile Medical Products, Inc.**  
Aug. 29, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—The sharpening of surgical blades. **Proceeds**—For repayment of loans, equipment and general corporate purposes. **Office**—434 Bucklew Ave., New Brunswick, N. J. **Underwriter**—Louis R. Dreyling & Co., Inc., New Brunswick, N. J.

• **Sterling Electronics, Inc. (9/25-29)**  
July 24, 1961 filed 125,200 common shares, of which 82,000 shares are to be offered by the company and 43,200 shares by stockholders. **Business**—The distribution of electronic parts and equipment. **Proceeds**—For repayment of loans and working capital. **Office**—1616 McKinley, Houston, Texas. **Underwriter**—S. D. Fuller & Co., New York (managing).

• **Sterling Extruder Corp.**  
Sept. 12, 1961 filed 90,000 common, of which 20,000 are to be offered by the company and 70,000 by the stockholders. **Price**—By amendment. **Business**—The manufacture of plastic extrusion machinery and auxiliary equipment. **Proceeds**—For working capital. **Office**—1537 W. Elizabeth Ave., Linden, N. J. **Underwriter**—Marron, Sloss & Co., N. Y.

• **Sterling Seal Co.**  
Aug. 2, 1961 filed 112,300 common shares of which 20,000 shares are to be offered by the company and 92,300 shares by the stockholders. **Price**—By amendment. **Business**—The design, lithographing and stamping of metal caps or closures for containers. **Proceeds**—For working capital. **Office**—316 W. 16th St., Erie, Pa. **Underwriters**—Fulton, Reid & Co., Inc., Cleveland and Walston & Co., Inc., New York (managing).

• **Stouffer Corp.**  
Sept. 8, 1961 filed \$7,500,000 of convertible subordinated debentures due Oct. 1, 1981. **Price**—By amendment. **Business**—The operation of a restaurant chain, the sale of frozen prepared foods and the furnishing of management food service to large organizations. **Proceeds**—For the prepayment of debt, expansion, and working capital. **Office**—1375 Euclid Ave., Cleveland. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y., and Fulton, Reid & Co., Inc., Cleveland. **Note**—The company plans to change its name to Stouffer Foods Corp., in early October.

• **Strouse, Inc. (9/20)**  
June 27, 1961 filed \$600,000 of 6% convertible subordinated debentures due 1981. **Price**—At par. **Proceeds**—For plant expansion, working capital and other corporate purposes. **Office**—Basin and Cherry Sts., Norristown, Pa. **Underwriter**—H. A. Riecke & Co., Philadelphia (managing).

• **Superior Industries Corp.**  
Aug. 29, 1961 filed 125,000 common. **Price**—\$4. **Business**—The manufacture of folding pool tables, table tennis tables and related accessories. **Proceeds**—For general corporate purposes. **Office**—520 Coster St., Bronx, N. Y. **Underwriter**—Brand, Grumet & Seigel, Inc., N.Y. (mgr.).

• **Supronics Corp. (9/25-29)**  
May 29, 1961 filed 90,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The company is engaged in the distribution of wholesale electrical equipment and supplies. **Proceeds**—For the repayment of bank loans and other corporate purposes. **Office**—224 Washington St., Perth Amboy, N. J. **Underwriters**—Amos Treat & Co., Inc., and Standard Securities Corp., both of New York City and Bruno-Lenchner, Inc., Pittsburgh, Pa.

• **Susan Crane Packaging, Inc.**  
Aug. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The manufacture of gift wrap, packaging materials and greeting cards. **Proceeds**—For repayment of loans, expansion, working capital and general corporate purposes. **Office**—8107 Chancellor Row, Dallas. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C.

• **Swingline Inc.**  
June 14, 1961 filed 200,000 outstanding class A common shares. **Price**—By amendment. **Business**—The manufacture of stapling machines. **Proceeds**—For the selling stockholders. **Office**—32-00 Skillman Ave., Long Island City, New York. **Underwriter**—Paine, Webber, Jackson & Curtis, New York (mgr.). **Offering**—Sometime in Oct.

• **T. F. H. Publications, Inc.**  
June 22, 1961 ("Reg. A") 60,000 common shares (par 10 cents). **Price**—\$5. **Business**—The publishing of books, pamphlets and magazines. **Proceeds**—For repayment of loans, production of new garden books, installation of air-conditioning and working capital. **Office**—245-247 Cornellison Ave., Jersey City, N. J. **Underwriter**—Arnold Malkan & Co., Inc., N. Y. **Offering**—Imminent.

• **Taddeo Bowling & Leasing Corp.**  
March 31, 1961 filed \$600,000 of 8% convertible subordinated debentures due 1971, 125,000 shares of common stock and 50,000 class A warrants to purchase common stock to be offered for public sale in units consisting of \$240 of debentures, 50 common shares and 20 warrants. **Price**—\$640 per unit. **Business**—The construction of bowling centers. **Proceeds**—For construction and working capital. **Office**—873 Merchants Rd., Rochester, N. Y. **Underwriters**—N. A. Hart & Co., and Darius, Inc. (co-mgrs.).

• **Tastee Freez Industries, Inc. (9/18-22)**  
July 12, 1961 filed 350,000 common shares, of which 200,000 shares are to be offered by the company and 150,000 shares by a stockholder. **Price**—By amendment. **Business**—The franchising and supplying of stores with a soft ice cream product and selected food items. **Proceeds**—For acquisition of properties and working capital. **Office**—2518 W. Montrose Ave., Chicago. **Underwriter**—Bear Stearns & Co., New York (managing).

• **Tasty Baking Co.**  
Aug. 31, 1961 filed 100,000 class A common (non-voting). **Price**—By amendment. **Business**—The manufacture of packaged bakery products. **Proceeds**—For the selling stockholders. **Office**—2801 Hunting Park Ave., Philadelphia. **Underwriter**—Drexel & Co., Philadelphia.

• **Tax-Exempt Public Bond Trust Fund, Series 2**  
Feb. 23, 1961 filed \$10,000,000 (100,000 units) ownership certificates. **Price**—To be filed by amendment. **Business**

—The fund will invest in interest bearing obligations of states, counties, municipalities and territories of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds**—For investment. **Office**—135 South La Salle Street, Chicago. **Sponsor**—John Nuveen & Co., Chicago.

• **Technifoam Corp. (10/2-6)**  
Aug. 14, 1961 filed 110,000 common shares. **Price**—\$8. **Business**—The manufacture of machinery for producing polyurethane foam. **Proceeds**—For repayment of loans, equipment, foreign investments and working capital. **Office**—717 Fifth Avenue, New York. **Underwriter**—Stearns & Co., N. Y. (mgr.).

• **Techno-Vending Corp. (9/29)**  
June 9, 1961 ("Reg. A") 100,000 class A common shares (par one cent). **Price**—\$3. **Business**—The manufacture of coin-operated vending machines. **Proceeds**—For repayment of loans; sales promotion and advertising; expansion; purchase of raw materials; research and development, and working capital. **Office**—599 Tenth Avenue, New York. **Underwriter**—International Services Corp., Paterson, N. J.

• **Telecredit, Inc.**  
July 24, 1961 filed 155,000 common shares. **Price**—\$1. **Business**—The development of high-speed electronic data processing systems. **Proceeds**—For organizational expenses, establishment of service centers and reserves. **Office**—100 W. 10th Street, Wilmington, Del. **Underwriter**—Globus, Inc., New York (managing).

• **Telephones, Inc. (9/18-22)**  
July 26, 1961 filed 250,000 common shares, of which 200,000 shares are to be offered by the company and 50,000 shares by stockholders. **Price**—By amendment. **Business**—A holding company with eight telephone subsidiaries. **Office**—135 So. La Salle St., Chicago. **Underwriters**—Hayden, Stone & Co., New York and McCormick & Co., Chicago.

• **TelePrompter Corp. (9/25-29)**  
July 6, 1961 filed \$5,000,000 of convertible subordinated debentures due 1976. **Price**—By amendment. **Business**—The manufacture of communication systems and equipment. **Proceeds**—For repayment of loans and working capital. **Office**—50 W. 44th St., New York. **Underwriter**—Bear, Stearns & Co., New York (managing).

• **Telegister Corp.**  
Sept. 1, 1961 filed 280,000 common. **Price**—By amendment. **Business**—The furnishing of data processing, dissemination and display services. **Proceeds**—For the selling stockholders. **Office**—445 Fairfield Ave., Stamford. **Underwriter**—Ladenburg, Thalmann & Co., N. Y. (mgr.).

• **Televiso Corp.**  
Aug. 8, 1961 filed 97,400 common shares, of which 60,000 shares are to be offered by the company and 37,400 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of electronic and electro-mechanical apparatus used as ground to air aids to aircraft navigation. **Proceeds**—For repayment of loans, purchase of a plant and working capital. **Office**—Wheeling & Exchange Roads, Wheeling, Ill. **Underwriter**—Kalman & Co., St. Paul (managing).

• **Templet Industries Inc.**  
June 2, 1961 ("Reg. A") 100,000 common shares (par 25 cents). **Price**—\$3. **Business**—Licenses patents to die-makers and metal parts manufacturers. **Proceeds**—For working capital and general corporate purposes. **Office**—701 Atkins Ave., Brooklyn 8, N. Y. **Underwriter**—Levin, Greenwald & Co., New York.

• **Tennessee Investors, Inc.**  
May 16, 1961 filed 500,000 shares of common stock to be publicly offered, and 4,206 common shares to be offered to holders of the outstanding common on the basis of one new share for each nine shares held. **Prices**—\$12.50 per share for the public offering and \$11.40 per share for the rights offering. **Business**—A small business investment company. **Proceeds**—To finance the company's activities of providing equity capital and long term loans to small business concerns. **Office**—Life and Casualty Tower, Nashville, Tenn. **Underwriter**—Paine, Webber, Jackson & Curtis, New York City (managing).

• **Terry Industries, Inc. (9/18-22)**  
Feb. 28, 1961 filed 1,728,337 shares of common stock of which 557,333 shares are to be offered for the account of the issuing company and 1,171,004 shares, representing outstanding stock, are to be offered for the account of the present holders thereof. **Price**—For the company's shares, to be related to A.S.E. prices at time of the offering. For the stockholders' shares, the price will be supplied by amendment. **Business**—The company, formerly Sentry Corp., is primarily a general contractor for heavy construction projects. **Proceeds**—The proceeds of the first 12,000 shares will go to Netherlands Trading Co. The balance of the proceeds will be used to pay past due legal and accounting bills, to reduce current indebtedness, and for working capital. **Office**—11-11 34th Ave., Long Island City, L. I., N. Y. **Underwriter**—(For the company's shares only) Greenfield & Co., Inc., N. Y. C.

• **Texas Capital Corp.**  
June 16, 1961 filed 1,000,000 common shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—104 E. Eighth St., Georgetown, Tex. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis. **Offering**—Imminent.

• **Texas Gas Producing Co.**  
Sept. 5, 1961 filed \$315,000 of 5½% subordinated convertible debentures due 1973 and 10,500 common to be offered in units of \$90 of debentures and three common shares. **Price**—By amendment. **Business**—The production of crude oil and natural gas. **Proceeds**—For repayment of notes, working capital and general corporate purposes. **Office**—731 Meadows Bldg., Dallas. **Underwriter**—Equitable Securities Corp., Nashville.



### • Textilfoam, Inc. (9/19)

June 23, 1961 filed 115,000 common shares of which 100,000 shares are to be offered by the company and 15,000 shares by the stockholders. **Price**—By amendment. **Business**—The lamination of a synthetic foam to fabrics. **Proceeds**—For expansion, working capital and general corporate purposes. **Office**—200 Fair St., Palisades Park, N. J. **Underwriters**—Flomenhaft, Seidler & Co., Inc., and Street & Co., Inc., New York (managing).

### • Theil Publication, Inc.

July 25, 1961 filed 110,000 common shares. **Price**—\$3. **Business**—The writing and producing of technical material for industry and Department of Defense. **Proceeds**—For repayment of loans, working capital and general corporate purposes. **Office**—1200 Hempstead Turnpike, Franklin Sq., L. I., N. Y. **Underwriter**—None.

### • Thermionix Industries Corp.

July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). **Price**—\$2. **Business**—The manufacture of a flexible heating tape. **Proceeds**—For construction of a machine, research and development, sales engineering and working capital. **Office**—500 Edgewood Avenue, Trenton, N. J. **Underwriter**—D. L. Capas Co., New York.

### • Thermo-Chem Corp. (10/2-6)

June 14, 1961 filed 130,000 common shares. **Price**—\$4.50. **Business**—The manufacture of coatings for fabrics. **Proceeds**—To repay a loan, and purchase equipment, for research and development, administrative expenses and working capital. **Office**—Noeland Ave., Pennel, Pa. **Underwriter**—Best & Garey Co., Inc., Washington, D. C.

### • Thermotronics Corp., Inc.

July 10, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—Research and development of electronic and electrical devices, principally an electronic water heater. **Proceeds**—For raw materials, plant and equipment, advertising research and development and working capital. **Office**—27 Jericho Turnpike, Mineola, L. I., N. Y. **Underwriter**—J. B. Coburn Associates, Inc., New York.

### • 30 North La Salle Street Realty Fund

July 3, 1961 filed 200,000 shares of beneficial interests. **Price**—\$5. **Business**—A real estate investment company. **Proceeds**—For investment. **Office**—30 N. LaSalle St., Chicago. **Underwriter**—None.

### • Thomas Jefferson Insurance Co.

July 27, 1961 ("Reg. A") 63,750 common shares (par \$1). **Price**—\$4.70. **Proceeds**—To increase capital and surplus. **Office**—457 Starks Bldg., Louisville. **Underwriter**—Stein Bros. & Boyce, Louisville.

### • Thoroughbred Enterprises, Inc. (9/25-29)

June 2, 1961 filed 85,000 common shares. **Price**—\$4. **Business**—The breeding of thoroughbred race horses. **Proceeds**—To purchase land, build a stable, and buy additional horses. **Office**—8000 Biscayne Blvd., Miami, Fla. **Underwriter**—Sandkuhl & Co., Inc., Newark, N. J., and New York City.

### • Thurow Electronics, Inc.

July 20, 1961 ("Reg. A") 41,500 class A common shares (par \$2.50) and 83,000 class B common shares (par \$1) to be offered in units consisting of one class A and two class B common shares. **Price**—By amendment. **Proceeds**—For repayment of loans and inventory. **Office**—121 S. Water St., Tampa. **Underwriter**—Miller Securities Corp., Atlanta, Ga.

### • Tor Education, Inc.

July 28, 1961 filed 100,000 capital shares. **Price**—By amendment. **Business**—The production of self instructional courses and devices. **Proceeds**—For purchase of equipment, new products and other corporate purposes. **Office**—65 Prospect St., Stamford, Conn. **Underwriter**—F. L. Rossman & Co., New York (managing).

### • Tower Communications Co.

Aug. 24, 1961 filed 125,000 common. **Price**—By amendment. **Business**—The design, manufacture and erection of communications towers. **Proceeds**—For repayment of debt and working capital. **Office**—2700 Hawkeye Dr., Sioux City, Iowa. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C. (mgr.).

### • Transcontinental Investing Corp. (10/23-27)

Aug. 25, 1961 filed \$10,000,000 of 6½% convertible subordinated debentures due 1981. **Price**—By amendment. **Business**—The operation of hotels, motels, apartment buildings and a small business investment company. **Office**—375 Park Ave., N. Y. C. **Underwriter**—Lee Higginson Corp., N. Y. C. (mgr.).

### • Transcontinental Investment Co.

March 15, 1961 (letter of notification) 120,000 shares of common stock (par \$1). **Price**—\$2.50 per share. **Proceeds**—For advances to subsidiaries. **Office**—278 S. Main Street, Salt Lake City, Utah. **Underwriter**—Continental Securities Corp., 627 Continental Bank Building, Salt Lake City, Utah.

### • Trans-Lux Corp. (11/6-10)

Aug. 31, 1961 filed 250,000 common capital, of which 150,000 shares are to be offered by the company and 100,000 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of news ticker projection equipment. **Proceeds**—For expansion, repayment of loans, new equipment and general corporate purposes. **Office**—625 Madison Ave., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y. (mgr.).

### • Transvision Electronics, Inc. (9/18-22)

June 29, 1961 filed 140,000 common shares. **Price**—By amendment. **Business**—The manufacture of specialized TV equipment. **Proceeds**—For expansion, repayment of debt and working capital. **Office**—460 North Avenue, New Rochelle, N. Y. **Underwriter**—Adams & Peck, N. Y.

### • Tri-Chem, Inc.

Aug. 16, 1961 filed \$350,000 of sinking fund debentures, 6½% series due 1976 and 140,000 common shares to be offered in units consisting of \$100 of debentures and 40 common shares. **Price**—By amendment. **Business**—The manufacture of paints for hobbyists. **Proceeds**—For repayment of bank loans and working capital. **Office**—82 Main St., West Orange, N. J. **Underwriter**—P. W. Brooks & Co., Inc., New York (managing).

### • Tri Metal Works, Inc. (9/18-22)

June 29, 1961 filed 68,000 outstanding common shares to be offered by the stockholders. **Price**—At the market. **Business**—The designing, converting and equipping trucks used in sale of ice cream, etc. It also engages in the research, design and manufacture of vacuum furnaces, ovens and components in the fabrication of metal equipment for the food, pharmaceutical and chemical industries. **Proceeds**—For the selling stockholders. **Office**—Bennard & Warrington Sts., East Riverton, N. J. **Underwriters**—R. L. Scheinman & Co., New York and Blaha & Co., Inc., Long Island City, N. Y.

### • Tri-State Displays, Inc.

July 24, 1961 ("Reg. A") 260,000 common shares (par five cents). **Price**—\$1.15. **Proceeds**—For working capital. **Office**—1221 Glenwood Ave., Minneapolis. **Underwriter**—Naftalin & Co., Minneapolis.

### • Triangle Instrument Co. (9/18-22)

March 30, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—\$3 per share. **Business**—The manufacture of precision instruments and components. **Proceeds**—For equipment, inventory, the repayment of debt, and working capital. **Office**—Oak Dr. and Cedar Pl., Syosset, L. I., N. Y. **Underwriter**—Armstrong & Co., Inc., New York City.

### • Tropical Gas Co., Inc.

Sept. 8, 1961 filed 135,000 common, to be offered for subscription by stockholders on the basis of one share for each six common held. **Price**—By amendment. **Proceeds**—For the repayment of debt, and working capital. **Office**—2151 Le Jeune Rd., Coral Gables, Fla. **Underwriter**—Glore, Forgan & Co., N. Y. (mgr.).

### • True Taste Corp.

Aug. 18, 1961 filed 200,000 common shares. **Price**—\$5. **Business**—The installation and operation of plant to process frozen concentrated juices in bulk. **Proceeds**—For installation of equipment and working capital. **Office**—1206 Tower Petroleum Bldg., Dallas. **Underwriter**—Dallas Rupe & Son, Inc., Dallas (managing).

### • Tungsten Mountain Mining Co.

April 7, 1961 (letter of notification) 400,000 shares of common stock (par 25 cents). **Price**—62½ cents per share. **Proceeds**—For mining expenses. **Office**—511 Securities Bldg., Seattle, Wash. **Underwriter**—H. P. Pratt & Co., Inc., Seattle, Wash. **Note**—This issue has been temporarily postponed and may be withdrawn.

### • Turbodyne Corp.

May 10, 1961 filed 200,000 shares of common stock. **Price**—\$2 per share. **Business**—The research, development, manufacturing and marketing of space and rocket engines, and related activities. **Proceeds**—For research and development, and working capital. **Office**—1346 Connecticut Ave., N. W., Washington, D. C. **Underwriter**—T. J. McDonald & Co., Washington, D. C.

### • Union Leagues, Inc.

See Automated Sports Centers, Inc., above.

### • Union Rock & Materials Corp. (10/19)

Aug. 22, 1961 filed 160,000 common. **Price**—By amendment. **Business**—The company is engaged in the paving of roads and the sale of sand, crushed rock and transit-mix concrete. **Proceeds**—For the selling stockholders. **Office**—2800 S. Central Ave., Phoenix, Ariz. **Underwriter**—William R. Staats & Co., Los Angeles (mgr.).

### • Union Title Co.

Aug. 28, 1961 filed 150,000 capital shares. **Price**—\$7.50. **Business**—The insuring of real estate titles. **Proceeds**—For working capital and expansion. **Office**—222 N. Central Ave., Phoenix. **Underwriter**—None.

### • United Improvement & Investing Corp.

Aug. 18, 1961 filed \$2,500,000 of 6% convertible subordinated debentures due 1976 to be offered for subscription by holders of common stock and series A warrants on the basis of \$100 of debentures for each 70 shares held. **Price**—By amendment. **Business**—General real estate. **Proceeds**—For general corporate purposes. **Office**—25 W. 43rd St., New York. **Underwriter**—Sutro Bros. & Co., New York (managing).

### • United Investors Corp. (9/18-22)

May 26, 1961 filed 76,109 shares of class A stock. **Price**—\$10 per share. **Business**—The company plans to acquire 15 realty properties in eight states. **Proceeds**—For the repayment of debt, property acquisitions, and working capital. **Office**—60 E. 42nd Street, New York City. **Underwriter**—None.

### • United Nuclear Corp.

Aug. 28, 1961 filed 325,000 common, of which 100,000 are to be offered by the company and 225,000 by stockholders. **Price**—By amendment. **Business**—Development and research in the nuclear field. **Proceeds**—For working capital and general corporate purposes. **Office**—365 Winchester Ave., New Haven, Conn. **Underwriter**—Eastman Dillon, Union Securities & Co., N. Y. C. (mgr.).

### • United Scientific Laboratories, Inc. (9/25)

Aug. 18, 1961 filed 360,000 common shares. **Price**—\$2. **Business**—The manufacture of high fidelity stereo tuners and amplifiers and amateur radio transceivers. **Proceeds**—For repayment of debt, increase in sales personnel, tooling and production and working capital. **Office**—35-15 37th Ave., Long Island City, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

### • United States Crown Corp.

Aug. 22, 1961 filed 150,000 common. **Price**—\$8. **Business**—The manufacture of specialized bottle caps. **Proceeds**—For equipment, working capital and general corporate purposes. **Office**—437 Boulevard, East Paterson, N. J. **Underwriter**—Adams & Peck, N. Y. (mgr.). **Offering**—Expected in November.

### • U. S. Dielectric Inc.

July 24, 1961 ("Reg. A") 99,990 common shares (par 10 cents). **Price**—\$3. **Business**—The manufacture and distribution of epoxy resins for potting uses. **Proceeds**—For repayment of loans, research and development, moving expenses and working capital. **Office**—140 Adams St., Leominster, Mass. **Underwriter**—Richard Bruce & Co., Inc., New York.

### • U. S. Markets, Inc.

July 31, 1961 filed 200,000 common shares, of which 160,000 shares are to be offered by the company and 40,000 shares by a stockholder. **Price**—\$5. **Business**—The operation of a chain of supermarkets and other retail food stores in the San Francisco area. **Proceeds**—For repayment of loans, working capital and general corporate purposes. **Office**—60 Fallon Street, Oakland, Calif. **Underwriter**—Stanley Heller & Co., New York.

### ★ United States Plastics, Inc.

Sept. 7, 1961 filed 190,000 common, of which 150,000 will be sold by the company and 40,000 by a stockholder. **Price**—\$3. **Business**—The sale of plastic items, power tools, adhesives, hardware, etc. **Proceeds**—To repay debt. **Office**—750 W. 18th St., Hialeah, Fla. **Underwriter**—Roman & Johnson, Fort Lauderdale (mgr.).

### • U. S. Plastic & Chemical Corp. (9/18)

July 11, 1961 filed 125,000 common shares. **Price**—By amendment. **Business**—The manufacture of plastic materials for use by the button and novelty industries. **Proceeds**—For the repayment of debt, expansion, and working capital. **Office**—Metuchen, N. J. **Underwriter**—Adams & Peck, New York.

### • United Variable Annuities Fund, Inc.

April 11, 1961 filed 2,500,000 shares of stock. **Price**—\$10 per share. **Business**—A new mutual fund. **Proceeds**—For investment. **Office**—20 W. 9th Street, Kansas City, Mo. **Underwriter**—Waddell & Reed, Inc., Kansas City, Mo. **Offering**—Expected in early November.

### • Universal Electronics, Inc.

July 27, 1961 ("Reg. A") 213,000 common shares (par 10 cents). **Price**—\$1.15. **Office**—402 Minnesota Bldg., St. Paul. **Underwriter**—Brandtjen & Bayliss, St. Paul. **Offering**—Indefinitely postponed.

### • Universal Moulded Fiber Glass Corp. (9/20)

June 18, 1961 filed 275,000 outstanding common shares to be sold by stockholders. **Price**—\$10. **Business**—The manufacture of fiber glass reinforced plastic. **Proceeds**—For the selling stockholders. **Address**—Commonwealth Ave., Bristol, Va. **Underwriter**—A. G. Edwards & Sons, St. Louis (managing).

### • Universal Publishing & Distributing Corp. (9/25-29)

June 28, 1961 filed 50,000 6% cumulative preferred shares (par \$10) and 50,000 common shares to be offered in units, each consisting of one preferred share and one common share. **Price**—\$15 per unit. **Business**—The publishing of magazines and paper bound books. **Proceeds**—For expansion, additional personnel, sales promotion, working capital and other corporate purposes. **Office**—117 E. 31st St., N. Y. **Underwriter**—Allen & Co., N. Y.

### • Universal Surgical Supply Inc. (9/15)

Aug. 1, 1961 filed 200,000 common shares, of which 100,000 will be offered for public sale and 100,000 to stockholders of Houston Fearless Corp., parent company, on the basis of one share for each 30 shares held of record Sept. 1. **Business**—The sale of medicine, surgical and laboratory equipment manufactured by others. **Proceeds**—For the repayment of debt. **Office**—9107 Wilshire Blvd., Beverly Hills, Calif. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis.

### • Valley Title & Trust Co. (9/25)

June 13, 1961 filed 120,000 common shares. **Price**—\$5. **Business**—The writing and selling of title insurance and the acting as trustee and escrow agent. **Proceeds**—For working capital, reserves and other corporate purposes. **Office**—1001 North Central Ave., Phoenix, Ariz. **Underwriter**—Louis R. Dreyling & Co., 25 Livingston Ave., New Brunswick, N. J.

### • Val-U Homes Corp. of Delaware

Aug. 28, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture of prefabricated buildings and shell homes. **Proceeds**—For working capital. **Office**—763 River St., Paterson, N. J. **Underwriter**—Stearns & Co., N. Y. C. (mgr.). **Offering**—In early November.

### • Valve Corp. of America (10/2-6)

July 26, 1961 filed 160,000 common shares, of which 75,000 shares are to be offered by the company and 70,000 shares by stockholders. **Price**—\$7. **Business**—The manufacture of valves and accessories for aerosol con-

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tainers. **Proceeds**—For repayment of debt and working capital. **Office**—1720 Fairfield Ave., Bridgeport, Conn. **Underwriter**—Lomasney, Loving & Co., N. Y. (mgr.)

**Varitron Corp.**  
July 25, 1961 filed 100,000 shares of common stock. **Price**—\$2. **Business**—The manufacture of electronic items, principally TV and radio parts. **Proceeds**—For equipment, financing of merchandise, imports and accounts receivable and working capital. **Office**—397 Seventh Ave., Brooklyn, N. Y. **Underwriter**—Kenneth Kass, N. Y.

**Vending International, Inc.**  
July 27, 1961 ("Reg. A") 70,588 common shares (par 10 cents). **Price**—\$4.24. **Proceeds**—For repayment of debt, expansion and a new building. **Office**—c/o Brownfield, Rosen & Malone, 1026-16th St., N. W., Washington, D. C. **Underwriter**—H. P. Black & Co., Inc., Wash., D. C.

**Vendotronics Corp.**  
Sept. 1, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—The manufacture of automatic popcorn vending machines. **Proceeds**—For repayment of loans, advertising, inventory, working capital and general corporate purposes. **Office**—572 Merrick Rd., Lynbrook, N. Y. **Underwriter**—B. G. Harris & Co., Inc., N. Y.

**Vic Tanny Enterprises, Inc. (9/25-29)**  
May 11, 1961 filed 320,000 shares of class A common stock (par 10 cents) of which 120,000 shares will be offered for the account of the company and 200,000 shares by the present holder thereof. **Price**—To be supplied by amendment. **Business**—The operation of a national chain of gymnasiums and health centers for men and women. **Proceeds**—The company will use its part of the proceeds for the opening of new gymnasiums and the promotion of home exercise equipment. **Office**—375 Park Ave., New York City. **Underwriter**—S. D. Fuller & Co., N. Y. C.

**Vol-Air, Inc.**  
July 27, 1961 ("Reg. A") 96,000 common shares (par one cent). **Price**—\$2.50. **Business**—The manufacture of a patented heat and mass transfer system. **Proceeds**—For equipment, filing of patents, inventory, advertising and promotion. **Address**—347 Madison Avenue, New York. **Underwriter**—Glass & Ross, Inc., N. Y.

**Voron Electronics Corp. (9/25-29)**  
July 28, 1961 filed 100,000 class A shares. **Price**—\$3. **Business**—The manufacture of electronic test equipment, the sale, installation and servicing of industrial and commercial communications equipment and the furnishing of background music. **Proceeds**—For tooling, production, engineering, inventory and sales promotion of its products and for working capital. **Office**—1230 E. Mermaid Lane, Wyndmoor, Pa. **Underwriters**—John Joshua & Co., Inc., and Reuben Rose & Co., New York.

**Wagner Baking Corp.**  
July 5, 1961 filed 50,637 outstanding common shares. **Price**—At-the-market. **Business**—The manufacture of pies, cakes and other pastries and the distribution of frozen foods. **Proceeds**—For the selling stockholders. **Office**—13 Vesey St., Newark. **Underwriter**—None.

**Wainrite Stores, Inc. (9/25-29)**  
June 23, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The operation of discount merchandising centers. **Proceeds**—For repayment of loans, expansion and working capital. **Office**—691 E. Jericho Turnpike, Huntington Station, N. Y. **Underwriter**—Omega Securities Corp., New York.

**Wald Research, Inc.**  
July 26, 1961 filed 65,000 common shares. **Price**—\$5. **Business**—The manufacture of ground support equipment for the aircraft, missile and related industries. **Proceeds**—For repayment of loans, purchase of equipment and inventory, working capital and general corporate purposes. **Office**—79 Franklin Turnpike, Mahwah, N. J. **Underwriters**—Martinelli & Co., New York and E. R. Davenport & Co., Providence, R. I.

**Waldbaum, Inc.**  
July 21, 1961 filed 183,150 common shares, of which 120,000 shares are to be offered by the company and 63,150 shares by the stockholders. **Price**—By amendment. **Business**—The operation of a supermarket chain and the wholesaling of food products. **Proceeds**—For repayment of loans, expansion, inventory and other corporate purposes. **Office**—2300 Linden Boulevard, Brooklyn, N. Y. **Underwriter**—Shields & Co., New York (managing).

**Walter Sign Corp.**  
March 30, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—\$3 per share. **Business**—The manufacture and installation of highway signs. **Proceeds**—For the reduction of debt, sales promotion, inventory and reserves. **Office**—4700 76th St., Elmhurst, L. I., N. Y. **Underwriter**—Amber, Burstein & Co., 40 Exchange Place, New York 5, N. Y.

**Warshaw (H.) & Sons, Inc.**  
Aug. 30, 1961 filed 285,000 class A. **Price**—By amendment. **Business**—The manufacture of fabrics for women's wear. **Proceeds**—For the selling stockholders. **Office**—45 W. 36th St., N. Y. **Underwriters**—Lee Higginson Corp. and P. W. Brooks & Co., Inc., N. Y. (mgrs.).

**Water Industries Capital Corp.**  
July 21, 1961 filed 750,000 common. **Price**—\$11. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—122 E. 42nd St., N. Y. **Underwriter**—Hornblower & Weeks, N. Y. (mgr.).

**Waterman Steamship Corp.**  
Aug. 29, 1961 filed 1,743,000 common. **Price**—By amendment. **Business**—The carrying of liner-type cargoes. **Proceeds**—For the purchase of vessels, and working capital. **Office**—71 Saint Joseph St., Mobile, Ala. **Underwriter**—Shields & Co., Inc., N. Y. (mgr.).

#### Watson Electronics & Engineering Co., Inc.

July 25, 1961 ("Reg. A") 75,000 common shares (par 10 cents). **Price**—\$4. **Proceeds**—For manufacturing, laboratory and office facilities, equipment and working capital. **Office**—2603 S. Oxford St., Arlington, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

#### Weissberg (H. R.) Corp.

Aug. 28, 1961 filed 250,000 class A common. **Price**—By amendment. **Business**—The operation of hotels, and general real estate. **Proceeds**—For repayment of loans, acquisition and general corporate purposes. **Office**—680 Fifth Ave., N. Y. **Underwriter**—Troster, Singer & Co., N. Y. C. (mgr.).

#### West Coast Bowling Corp.

May 26, 1961 filed 128,434 shares of common stock, of which 115,000 shares are to be offered for public sale by the company and 13,434 outstanding shares by the present holders thereof. **Price**—\$9.75 per share. **Business**—The company plans to acquire and operate bowling centers primarily in California. **Proceeds**—For general corporate purposes. **Office**—3300 West Olive Avenue, Burbank, Calif. **Underwriter**—Hill Richards & Co. Inc., Los Angeles (managing).

#### Western Factors, Inc.

June 29, 1960 filed 700,000 shares of common stock. **Price**—\$1.50 per share. **Proceeds**—To be used principally for the purchase of additional accounts receivable and also may be used to liquidate current and long-term liabilities. **Office**—1201 Continental Bank Bldg., Salt Lake City, Utah. **Underwriter**—Elmer K. Aagaard, 6 Salt Lake Stock Exchange Bldg., Salt Lake City.

#### Western Union Telegraph Co.

July 12, 1961 filed 1,075,791 common shares being offered for subscription by stockholders on the basis of one new share for each six shares held of record Sept. 8, 1961, with rights to expire Sept. 25. **Price**—\$40. **Proceeds**—For repayment of loans and expansion. **Office**—60 Hudson St., New York. **Underwriters**—Kuhn, Loeb & Co. and Lehman Brothers, N. Y. (mgr.).

#### Wilco Commercial Corp.

July 21, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The financing of business institutions. **Proceeds**—For working capital. **Office**—350 Fifth Avenue, New York. **Underwriter**—A. J. Gabriel Co., Inc., New York.

#### Windsor Texprint, Inc.

Aug. 25, 1961 filed 285,000 common, of which 250,000 are to be offered by the company and 15,000 by stockholders. **Price**—\$2. **Business**—The printing of towels and other textile products. **Proceeds**—For repayment of loans. **Office**—2357 S. Michigan Ave., Chicago. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. C.

#### Wonderbowl, Inc. (10/23)

Feb. 6, 1961 (letter of notification) 150,000 shares of common stock. **Price**—At par (\$2 per share). **Proceeds**—To discharge a contract payable, accounts payable, and notes payable and the balance for working capital. **Office**—7805 Sunset Blvd., Los Angeles, Calif. **Underwriter**—Standard Securities Corp., Los Angeles, Calif.

#### Wood Manufacturing Co., Inc.

July 24, 1961 ("Reg. A") 250,000 common shares (par \$1). **Price**—\$1.15. **Proceeds**—For working capital, repayment of loans, purchase of equipment, advertising and building construction. **Office**—1035 Chestnut St., Conway, Ark. **Underwriter**—J. P. Penn & Co., Minn.

#### Woodard Research Corp.

June 23, 1961 ("Reg. A") 40,000 common. **Price**—\$4. **Proceeds**—For constructing and equipping a laboratory, and for working capital. **Office**—34 Station St., Herndon, Va. **Underwriter**—First Investment Planning Co., Washington, D. C.

#### World Scope Publishers, Inc.

July 31, 1961 filed 300,000 common shares. **Price**—By amendment. **Business**—The publishing of encyclopedias and other reference books. **Proceeds**—For repayment of debt, working capital and general corporate purposes. **Office**—290 Broadway, Lynbrook, N. Y. **Underwriter**—Standard Securities Corp., New York.

#### World Wide Bowling Enterprises, Inc. (10/10)

July 20, 1961 filed 130,000 common shares. **Price**—\$4. **Business**—The operation of bowling centers. **Proceeds**—For repayment of debt, expansion and working capital. **Office**—2044 Chestnut Street, Philadelphia. **Underwriter**—Fraser & Co., Philadelphia. **Offering**—In early Oct.

#### Wyoming Wool Processors, Inc.

June 5, 1961 filed 700,000 common shares. **Price**—\$1. **Business**—The processing of wool. **Proceeds**—For the purchase of equipment, building rental, and working capital. **Address**—Box 181, Casper, Wyo. **Underwriter**—None.

#### Zep Aero

July 28, 1961 filed 50,000 common shares, of which 30,000 shares are to be offered by the company and 20,000 shares by a stockholder. **Price**—By amendment. **Business**—The manufacture of oxygen systems and accessories for aircraft. **Proceeds**—For inventory, plant improvement, equipment and working capital. **Office**—113 Sheldon St., El Segundo, Calif. **Underwriter**—Francis J. Mitchell & Co., Inc., Newport Beach, Calif.

#### Zion Foods Corp.

July 20, 1961 filed 110,000 common shares, of which 90,000 shares are to be offered by the company and 20,000 shares by a selling stockholder. **Price**—\$5. **Business**—The processing of meat and poultry. **Proceeds**—For inventory and plant expansion. **Office**—482 Austin Place, Bronx, N. Y. **Underwriter**—Finkle & Co., N. Y. (mgr.).

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## Prospective Offerings

### Aluma-Rail, Inc.

Aug. 9, 1961 it was reported that a ("Reg. A") will be filed shortly covering 100,000 common shares. **Price**—\$3. **Business**—The manufacture of new color anodized aluminum chain link fencing. **Proceeds**—For inventory and plant expansion. **Office**—44 Passaic Ave., Kearny, N. J. **Underwriter**—Omega Securities Corp., N. Y.

### Bay State Electronics Corp.

Aug. 2, 1961 it was reported that this company plans to file a registration shortly covering about 270,000 common shares to raise some \$2,500,000. **Business**—Research, development and production of items in the fields of medical electronics, etc. **Proceeds**—For expansion and working capital. **Office**—43 Leon St., Boston, Mass. **Underwriter**—S. D. Fuller & Co., New York (managing).

### Best Plastic Corp.

July 25, 1961 it was reported that this company plans a full filing shortly covering 125,000 common. **Price**—\$3. **Business**—The manufacture of plastic party favors for children. **Proceeds**—For expansion. **Office**—945 39th St., Brooklyn, N. Y. **Underwriter**—S. B. Cantor Co., N. Y. C.

### Carbonic Equipment Corp.

June 28, 1961 it was reported that a "Reg. A" will be filed covering 100,000 common shares. **Price**—\$3. **Proceeds**—For expansion of the business. **Office**—97-02 Jamaica Ave., Woodhaven, N. Y. **Underwriter**—R. F. Dowd & Co., Inc.

### Commonwealth Edison Co.

July 12, 1961 it was reported that the company plans to spend \$720,000,000 on construction in the five-year period 1961-65 and that the program would require \$150,000,000 of outside financing. Present plans call for \$40,000,000 of debt financing in 1962 and about \$20,000,000 in each of the following three years. No common or preferred stock financing is planned during the period. **Office**—72 West Adams St., Chicago 90, Ill. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Morgan Stanley & Co. Bids—Nov. 21, 1961 at 11 a.m. (EST). **Information Meeting**—Nov. 15 (10 a.m. EST) at the company's office.

### Consolidated Edison Co. of New York, Inc.

(11/21)  
Aug. 28, 1961 it was reported that this company plans to sell about \$50,000,000 of first mortgage bonds due Nov. 1, 1991. **Office**—4 Irving Pl., N. Y. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Morgan Stanley & Co. Bids—Nov. 21, 1961 at 11 a.m. (EST). **Information Meeting**—Nov. 15 (10 a.m. EST) at the company's office.

### Contact Lens Guild, Inc.

June 19, 1961 it was reported that this company plans to file a "Reg. A" shortly covering an undisclosed number of common shares. **Business**—The manufacture of contact lenses. **Office**—353 East Main St., Rochester, N. Y. **Underwriter**—To be named. **Offering**—Expected in Dec.

### Diversified Vending, Inc.

Sept. 13, 1961 it was reported that a registration statement will be filed shortly covering 100,000 common. **Price**—\$4. **Business**—The servicing of vending machines and coin operated kiddie-rides. **Proceeds**—For equipment, inventory and general corporate purposes. **Office**—Philadelphia, Pa. **Underwriter**—T. Michael McDarby & Co., Inc., Washington, D. C.

### First National Bank of Memphis (Tenn.)

Sept. 6, 1961 it was reported that this bank is offering its stockholders the right to subscribe for 150,000 additional common shares on the basis of one new share for each 5 shares held of record Aug. 25, with rights to expire Sept. 21. **Price**—\$35. **Proceeds**—To increase capital funds. **Office**—127 Madison Ave., Memphis. **Underwriters**—Merrill, Lynch, Pierce, Fenner & Smith Inc., and Equitable Securities Corp. (co-mgrs.).

### Georgia Bonded Fibers, Inc.

Sept. 14, 1960 it was reported that registration of 150,000 shares of common stock is expected. **Offices**—Newark, N. J., and Buena Vista, Va. **Underwriter**—Sandkuhl and Company, Newark, N. J., and N. Y. C.

### Houston Lighting & Power Co.

Oct. 17, 1960 Mr. T. H. Wharton, President, stated that between \$25-\$35 million dollars is expected to be raised publicly sometime in 1961, probably in the form of preferred and debt securities, with the precise timing depending on market conditions. **Office**—Electric Building, Houston, Texas. **Underwriter**—Previous financing was handled by Lehman Brothers, Eastman Dillon, Union Securities & Co. and Salomon Brothers & Hutzler.

### Kansas Power & Light Co. (10/10)

Aug. 15, 1961 it was reported that this company plans to sell about \$13,000,000 of debentures in October. **Office**—800 Kansas Ave., Topeka. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Blyth & Co. Inc. Bids—Expected Oct. 10, 1961.

### Lum's Inc.

Aug. 28, 1961 it was reported that this company plans to file a "Reg. A" shortly covering 100,000 class A common. **Price**—\$1. **Business**—The operation of a specialized res-



restaurant chain in Dade County, Fla. **Proceeds**—For expansion. **Office**—2302 Collins Ave., Miami Beach, Fla. **Underwriter**—Bayes, Rose & Co., Inc., N. Y.

**Mainco Electronics & Marine Development Corp.** July 17, 1961 it was reported that a "Reg. A" will be filed shortly covering \$300,000 of common stock. **Proceeds**—For general corporate purposes. **Address**—Booth Bay Harbor, Maine. **Underwriter**—Nance-Keith Corp., New York City.

● **Metropolitan Telecommunications Corp.** Sept. 8, 1961 it was reported that a registration will be filed in late September covering a secondary offering of the firm's stock. **Office**—Ames Court, Plainview, L. I., N. Y. **Underwriter**—M. L. Lee & Co., Inc., N. Y. (mgr.).

**Mutual Photocolor Laboratories, Inc.** Aug. 22, 1961 it was reported that this company plans to sell about \$750,000 of common stock. **Business**—The development of pictures and the sale of photographic equipment and supplies. **Proceeds**—For expansion. **Office**—29-14 Northern Blvd., Long Island City, N. Y. **Underwriter**—Rodetsky, Kleinzahler, Walker & Co., Inc., Jersey City, N. J.

● **New England Power Co. (10/25)** Jan. 20, 1961 it was reported that this subsidiary of New England Electric System plans to sell \$20,000,000 of first mortgage bonds. **Office**—441 Stuart St., Boston 16, Mass. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; Kuhn, Loeb & Co.; Equitable Securities Corp., and Blair & Co. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc.; Kidder, Peabody & Co., and White, Weld & Co. (jointly); First Boston Corp.; Lehman Brothers. **Bids**—To be received on Oct. 25, 1961 at 11 a.m. (EDST).

● **New World Laboratories, Inc.** Aug. 22, 1961 it was reported that a "Reg. A" will be filed shortly covering 100,000 common shares. **Price**—\$3. **Business**—The manufacture of cosmetics. **Proceeds**—For purchase of equipment and inventory and general corporate purposes. **Office**—Washington, D. C. **Underwriter**—T. Michael McDarby & Co., Inc., Washington, D. C.

★ **Niagara Mohawk Power Co.** Sept. 13, 1961 it was reported that this company plans to sell \$40,000,000 of general mortgage bonds and 700,000 common shares in late October. **Offices**—300 Erie Blvd., West, Syracuse, N. Y., and 270 Park Ave., N. Y. C. **Underwriters**—(Competitive). Probable bidders: (Bonds) First Boston Corp.; Morgan Stanley & Co.; Halsey, Stuart & Co., Inc. (Common) Merrill Lynch, Pierce, Fenner & Smith, Inc.; Kidder, Peabody & Co.; White, Weld & Co. (jointly). Morgan, Stanley & Co.—First Boston Corp. (jointly).

**Northern Natural Gas Co.** March 15, 1961, it was reported that some \$12,000,000 to \$15,000,000 of common stock will be sold to stockholders through subscription rights in September or October. **Proceeds**—For construction. **Office**—2223 Dodge St., Omaha 1, Neb. **Underwriter**—Blyth & Co., Inc., New York City (managing).

**Pacific Northwest Bell Telephone Co. (11/15)** Aug. 25, 1961 in a registration statement filed with the SEC covering 17,459,490 common to be offered for subscription by stockholders of Pacific Telephone & Telegraph Co., parent, it was announced that Pacific Northwest plans to sell an additional 12,990,510 by June 30, 1964, and several issues of debentures to refund a \$200,000,000 4½% demand note issued to Pacific Tel. & Tel. The first of such issues, in the amount of \$50,000,000, is expected to be sold in Nov. **Office**—1200 Third Ave., Seattle, Wash. **Underwriters**—For the stock, none. For the debentures, to be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; Morgan Stanley & Co.; First Boston Corp. **Bids**—Expected Nov. 15.

**Penn Amusement Corp.** Aug. 22, 1961 it was reported that this company plans to file a "Reg. A" shortly covering 100,000 common shares. **Price**—\$3. **Business**—The company furnishes mobile (truck) amusement rides for children. **Proceeds**—To operate a new type truck and set up national distributorships. **Office**—Brooklyn, N. Y. **Underwriter**—J. Laurence & Co., New York City.

**Penthouse Club, Inc.** June 1, 1961 it was reported that this company plans to issue 60,000 common shares. **Price**—\$5. **Business**—The operation of dining clubs. **Proceeds**—For expansion and working capital. **Office**—15th and Locust St., Philadelphia. **Underwriter**—To be named.

**Public Service Co. of Colorado** Aug. 22, 1961 it was reported that the previously announced plan to sell about \$20,000,000 of common stock to stockholders through subscription rights had been postponed until about June 1962. **Office**—900 15th St., Denver, Colo. **Underwriter**—To be named. The last equity financing was handled on a negotiated basis by First Boston Corp.

**Public Service Electric & Gas Co. (10/17)** Aug. 15, 1961 it was reported that this company plans to sell \$50,000,000 of debentures due Oct. 1, 1981 in October. **Office**—80 Park Place, Newark 1, N. J. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co., Inc.; White, Weld & Co., Blyth & Co., Inc., Goldman, Sachs & Co., and Harriman Ripley & Co., Inc. (jointly). **Bids**—Expected on or about Oct. 17 at 11 a.m. (EDST). **Information Meeting**—Oct. 11 (11 a.m. EDT) at Chase Manhattan Bank, (34th floor) One Chase Plaza, N. Y.

**Rochester Gas & Electric Corp. (11/14)** Aug. 15, 1961 the company stated it plans to issue about \$15,000,000 of 30-year bonds in November. **Proceeds**—

For construction. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; Kidder, Peabody & Co., White, Weld & Co. and Shields & Co. (jointly); Kuhn, Loeb & Co.; Salomon Brothers & Hutzler, Eastman Dillon, Union Securities & Co., and Equitable Securities Corp. (jointly); Blyth & Co., Inc., The First Boston Corp. **Bids**—Expected Nov. 14 at 11 a.m. (EST).

★ **San Diego Gas & Electric Co.** Sept. 12, 1961 it was reported that this company plans to sell about 500,000 common to stockholders in mid-1962 to raise some \$17,500,000. **Office**—861 Sixth Ave., San Diego, Calif. **Underwriter**—Blyth & Co., Inc., N. Y.

**Sel-rex Corp.** May 16, 1961 it was reported that this firm is contemplating its first public financing. **Business**—Precious metals manufacturing. **Office**—75 River Road, Nutley, N. J. **Underwriter**—To be named.

● **Servonuclear Corp.** Aug. 9, 1961 it was reported that a "Reg. A" will be filed shortly covering 100,000 common shares. **Price**—\$2. **Business**—The manufacture of medical electronic equipment. **Proceeds**—For expansion. **Office**—28-21 Astoria Boulevard, Long Island City, N. Y. **Underwriter**—Omega Securities Corp., New York.

**Shenk Industries, Inc.** Aug. 22, 1961 it was reported that this company plans to sell about \$750,000 of common stock. **Business**—The re-manufacture and distribution of automobile parts. **Proceeds**—For the repayment of loans and expansion. **Office**—Columbus, O. **Underwriter**—Rodetsky, Kleinzahler, Walker & Co., Inc., Jersey City, N. J.

**Silo Discount Centers** Sept. 6, 1961 it was reported that company plans to sell about \$1,000,000 of common stock. **Business**—The operation of a chain of hard goods, discount department stores. **Office**—Philadelphia, Pa. **Underwriter**—Rodetsky, Kleinzahler, Walker & Co., Jersey City.

★ **Sonic Systems, Inc.** Sept. 13, 1961 it was reported that a "Reg. A" will be filed shortly covering 65,000 common. **Price**—\$2. **Business**—The manufacture of ultra-sonic cleaning equipment, systems and transducers. **Proceeds**—For expansion and working capital. **Office**—1250 Shames Dr., Westbury, N. Y. **Underwriter**—Keene & Co., Inc., N. Y.

**Southern Natural Gas Co.** Oct. 28, 1960 it was reported by Mr. Loren Fitch, company comptroller, that the utility is contemplating the sale of \$35,000,000 of 20-year first mortgage bonds sometime in 1961, with the precise timing depending on market conditions. **Proceeds**—To retire bank loans. **Office**—Watts Building, Birmingham, Ala. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly). **Offering**—Expected in October.

**Southern Railway Co.** Nov. 21, 1960 stockholders approved the issuance of \$33,000,000 of new bonds. The issuance of an unspecified amount of additional bonds for other purchases was also approved. **Proceeds**—For general corporate purposes, including the possible acquisition of Central of Georgia Ry. **Office**—Washington, D. C. **Underwriter**—Halsey, Stuart & Co., Inc., will head a group that will bid on the bonds.

**Southwestern Public Service Co.** July 19, 1961, Herbert L. Nichols, Chairman, stated that the company plans to issue about \$13,000,000 of common stock in March 1962. The shares will be offered for subscription by common stockholders on the basis of one new share for each 20 shares held. **Proceeds**—For construction. **Office**—720 Mercantile Dallas Bldg., Dallas 1, Texas. **Underwriter**—To be named. The last rights offering to stockholders in January 1957 was underwritten by Dillon, Read & Co., New York City.

**Subway Bowling & Recreation Enterprises, Inc.** Aug. 22, 1961 it was reported that this company plans to sell about \$1,200,000 of common stock. **Business**—The company has an exclusive franchise from the City of New York to build bowling and recreation centers in the subways. **Proceeds**—To build the first three centers. **Office**—New York City. **Underwriter**—Rodetsky, Kleinzahler, Walker & Co., Inc., Jersey City.

**Tampa Electric Co.** May 10, 1961 it was reported that this company plans to spend over \$80,000,000 on new construction in the next three years. No financing is planned this year but in 1962 the company may issue bonds or common stock. **Office**—111 No. Dale Mabry Hwy., Tampa, Fla. **Underwriters**—To be named. The last sale of bonds on June 29, 1960 was handled by Halsey, Stuart & Co., Inc., New York City. Other competitive bidders were Merrill Lynch, Pierce, Fenner & Smith Inc.; Goldman, Sachs & Co.; Stone & Webster Securities Corp. The last sale of common stock on Feb. 13, 1960 was made through Stone & Webster Securities Corp.

**Teeco Automated Systems, Inc.** Aug. 9, 1961 it was reported that a "Reg. A" will be filed shortly covering 100,000 common shares. **Price**—\$3. **Business**—The custom, design, manufacture and installation of automated material handling systems for large wholesale and retail establishments and industry. **Proceeds**—For expansion. **Office**—42-14 Greenpoint Avenue, Long Island City, N. Y. **Underwriter**—Omega Securities Corp., New York.

**Trunkline Gas Co.** March 8, 1961 it was reported that this subsidiary of Panhandle Eastern Pipe Line Co., expects to sell about

## Dividend Advertising Notices Appear on Page 16.

\$32,000,000 of bonds and \$10,000,000 of preferred stock this Fall. **Office**—120 Broadway, New York City. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc. and Kidder, Peabody & Co., both of New York City (managing).

**Valley Forge Industries, Inc.** Aug. 22, 1961 it was reported that this company plans to sell about \$750,000 of common stock. **Business**—The manufacture of specialty automobile parts and high speed machinery. **Proceeds**—For expansion. **Office**—Brooklyn, N. Y. **Underwriter**—Rodetsky, Kleinzahler, Walker & Co., Jersey City, N. J.

**Valtronic Corp.** Sept. 6, 1961 it was reported that a "Reg. A" will be filed shortly covering 62,500 common shares. **Price**—\$4. **Business**—The design, engineering and manufacture of medical and dental equipment. **Proceeds**—For expansion. **Office**—375 Walton Ave., Bronx, N. Y. **Underwriters**—Cacchione & Smith, Inc., and Fred F. Sessler & Co., N. Y.

**Vector Engineering Inc.** Aug. 9, 1961 it was reported that a full registration will be filed shortly covering 100,000 common shares. **Price**—\$6. **Business**—Engineering and design services, the development of electromechanical and electronic devices for industry and the Federal Government, and the preparation of technical publications. **Proceeds**—For expansion. **Office**—155 Washington Street, Newark, N. J. **Underwriter**—Omega Securities Corp., New York.

**Virginia Electric & Power Co. (12/5)** March 23, 1961, the company announced plans to sell \$15,000,000 of securities, possibly bonds or debentures. **Office**—Richmond 9, Va. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; Stone & Webster Securities Corp.; Eastman Dillon, Union Securities & Co.; Salomon Brothers & Hutzler; Goldman, Sachs & Co. **Bids**—To be received on Dec. 5, 1961.

**West Penn Power Co. (3/5)** Feb. 10, 1961, J. Lee Rice, Jr., President of Allegheny Power System, Inc., parent company, stated that West Penn expects to sell about \$25,000,000 of bonds in 1962. **Office**—800 Cabin Hill Drive, Hempfield Township, Westmoreland County, Pa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; W. C. Langley & Co.; Lehman Brothers; Eastman Dillon, Union Securities & Co., and First Boston Corp. (jointly); Harriman Ripley & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). **Bids**—Expected March 5, 1962.

**Western Union Telegraph Co.** Feb. 28, 1961 it was reported that the FCC has approved the company's plan to transfer its Atlantic cable system to a newly organized company, Western Union International, Inc. The plan provides for the issuance by Western Union International of about \$4,000,000 of subordinated debentures and 400,000 shares of class A stock to be offered to stockholders of Western Union Telegraph Co. in units of \$100 of debentures and 10 shares of stock. In addition, American Securities Corp., New York City, would purchase from Western Union International about 133,000 additional shares of class A stock giving American Securities ownership of approximately 25% of the outstanding class A stock of WUI. Then Western Union Telegraph would purchase 250,000 shares of class B stock for \$100,000 and WUI would sell \$4,500,000 of debentures or bonds. **Office**—60 Hudson Street, New York City. **Underwriter**—American Securities Corp. (managing).

★ **Wisconsin Michigan Power Co.** Sept. 12, 1961 it was reported that this company plans to sell \$3,000,000 of first mortgage bonds in late November. **Office**—231 W. Michigan Ave., Milwaukee. **Underwriters**—(Competitive). Probable bidders: Salomon Brothers & Hutzler, Halsey, Stuart & Co., Inc.; Kidder, Peabody & Co. and White, Weld & Co. (jointly).

★ **Wisconsin Natural Gas Co. (10/18)** Sept. 12, 1961 it was reported that this company plans to issue \$4,000,000 of first mortgage bonds due 1986 in October. **Offices**—100 Third Ave., Racine and 231 W. Michigan St., Milwaukee, Wis. **Underwriters**—(Competitive). Probable bidders: Salomon Brothers & Hutzler; Halsey, Stuart & Co.; Kidder, Peabody & Co., and White, Weld & Co. (jointly). **Bids**—To be received on Oct. 18.

**Wisconsin Southern Gas Co.** Dec. 12, 1960 it was reported in a company prospectus that an undetermined amount of capital stock or bonds will be sold in 1961-1962. **Proceeds**—For the repayment of short-term bank loans incurred for property additions. **Office**—Sheridan Springs Road, Lake Geneva, Wis. **Underwriter**—The Milwaukee Co., Milwaukee, Wis. (managing).



# WASHINGTON AND YOU



BEHIND-THE-SCENES INTERPRETATIONS  
FROM THE NATION'S CAPITAL

WASHINGTON, D. C. — Congress is in the final days of the session. It has been a rugged meeting from the outset when a bitter controversy erupted over the "packing" of the House Rules Committee.

It has been a spending year on Capitol Hill. Apparently many people favor the spending, as long as they do not have to directly help pay for it. Some members of Congress have expressed surprise that there has been less mail against spending this year than anytime in years.

One House member, after polling some of his colleagues, said that "on the contrary, the mail has urged more spending for programs, old and new. But, on increasing taxes essential to take care of more spending, the mail has been unusually heavy against. Rather odd, but that is the way it has been with more spending with less to pay for it.

Several days ago Chairman Clarence Cannon (Democrat of Missouri), the longtime chairman of the House Appropriations Committee, said that spending this fiscal year will reach approximately \$88 billion as against \$81 billion for fiscal 1961.

The deficit for the current fiscal year may run as high as \$8 billion. Obviously, the sum will be added to the staggering national debt and will contribute to more inflation, which means cheaper dollars.

Chairman Cannon is firmly convinced that at the rate we are spending our national budget in two or three years will be \$100 billion a year. The Congressman said:

"We have been spending during this entire year, every hour, \$1,000,000 more than we are taking in. Ever since this session began we have been spending in the red at the rate of \$1,000,000 an hour, day and night."

## Not Solely Cold War Product

The high and accelerated spending rate cannot be blamed entirely on the cold war and the threat of a shooting war. "Big Government" is not only colossal, but it is getting bigger and bigger.

The Federal budget in 1929 was a little less than \$3 billion. In 1954 expenditures were \$68 billion or nearly 23 times as large.

As a result the National debt is at an all-time high. It will soon reach \$300 billion, a per capita indebtedness of \$1,667 for every man, woman and child in the United States, or almost \$6,700 for a family of four. The Federal debt reputedly is more than twice the combined debt of all other nations of the world.

Some Republicans are comparing the Administration of President Kennedy, as far as spending programs are involved, with that of President Franklin Delano Roosevelt. Referring to unemployment, Senator Jack Miller, Republican of Iowa, said that Mr. Roosevelt tried to cure unemployment by spending, but he said the result was unemployment remained high until World War II broke out.

"Now we see developing the philosophy of greatly increased Federal spending and the hiring of more Federal employees as the prescription for reducing unemployment," said Senator Miller. "We are led to believe that this isn't going to cost any more in taxes, because the stimulated employment and purchasing power will lead to mass spending, which will mean more profits and more income and more tax revenue

which will pay for all of this additional Federal spending. This sounds good. The only trouble is it hasn't worked before, and there is nothing new in the picture to indicate that it will work now.

"This philosophy proceeds on the faulty premise that the Federal Government rather than private business is the proper source of job opportunities in the United States. The reason why it hasn't worked before and why it won't work now is that it provides no sustained incentive for private business to expand. The mounting Federal debt, spurred on by non-defense, domestic spending programs, inevitably cause inflation and has a depressing effect on private business incentive and growth."

## \$10 Billion Deficit Looms

The Federal deficit the past year was \$4 billion. It is entirely possible that the deficit in the coming year will reach \$10 billion.

Only six times since the depression years of 30 years ago have we balanced the budget. The way things are going today it may be years before we balance it again.

Secretary of the Treasury Dillon thinks that the deficit may not run over \$6 billion. Nevertheless, the Administration is not planning on asking for an increase in the tax structure.

It is apparent to some Washington observers that Congresses for years now have disregarded a sacred duty to see that fiscal soundness is practiced in our government. The debt is being piled up for future generations to struggle with, and it is going to be a terrible hardship on them. It is not right to pass this debt on to our children and grandchildren.

One distinguished member of Congress, Senator Harry Flood Byrd of Virginia asked these pertinent questions recently: How long can we continue to spend, tax, and borrow at the present rate? Are we on a permanent deficit basis? When will the breaking point come?

Profligate spending has gone hand in hand with concentration of power in the Federal Government. Can democracy survive if we impair our solvency? Should we not take warning from the fact that the purchasing power of the American dollar has declined sharply and is still going down?

We must reduce all non-defense expenditures which may be desirable, but not necessary. It is imperative that we keep up our military strength, but this is not possible without fiscal preparedness as well.

Senator Byrd, who comes from a state that was the cradle of the Republic, is a conservative. The Old Dominion today still believes in the Jeffersonian doctrine that the least governed people are the best governed.

"Virginia wants to preserve," said the Senator, the fundamental principles under which, in the brief span of 160 years, with only 6% of the world's population, we became the most powerful nation in history."

[This column is intended to reflect the "behind the scene" interpretation from the nation's Capital and may not coincide with the "Chronicle's" own views.]

## Meade Opens Office

ASBURY PARK, N. J.—Meade & Co. has opened a branch office at 618 Bangs Avenue under the management of Edward J. Shanaphy.



"Last week you said the slump in my stock was caused by corporate uncertainties—today you say international tensions—why don't you just admit you picked a DOG?"

## COMING EVENTS IN INVESTMENT FIELD

Sept. 14-15, 1961 (Cincinnati, Ohio)

Cincinnati Municipal Dealers Group annual fall outing at Queen City Club and Kenwood Country Club.

Sept. 15-17, 1961

Pacific Northwest Group of Investment Bankers Association, meeting at Hayden Lake, Idaho.

Sept. 20-21, 1961 (Omaha, Neb.) Nebraska Investment Bankers' Association annual field day.

Sept. 21-22 (Atlanta, Ga.) Georgia Security Dealers Association annual summer outing.

Sept. 27, 1961 (New York City) Association of Customers Brokers annual dinner at the Waldorf Astoria.

Sept. 29, 1961 (Philadelphia, Pa.) Bond Club of Philadelphia 36th annual field day at the Philmont Country Club, Philmont, Pa.

Oct. 3, 1961 (Detroit, Mich.) Bond Club of Detroit Annual Fall Outing at Lochmoor Country, Grosse Pointe Woods, Mich.

Oct. 4, 1961 (New York City) New York Group of Investment Bankers Association annual dinner and meeting at the Waldorf-Astoria Hotel.

Oct. 6, 1961 (Rockford, Ill.) Rockford Security Dealers Association annual fling-ding at the "New Key" Club, Wagon Wheel Lodge, Rockton, Ill.

Oct. 7, 1961 (New York City) Security Traders Association of New York annual dinner dance at Hotel Commodore.

Oct. 9-10, 1961 (Denver, Colo.) Association of Stock Exchange Firms, Fall meeting of Board of Governors at the Brown Palace Hotel.

Oct. 9-12, 1961 (Rochester, N. Y.) National Association of Bank Women Annual Convention at the Sheraton Hotel.

Oct. 10, 1961 (Toronto) Canadian Group of Investment Bankers Association meeting.

Oct. 13, 1961 (Montreal, Canada) Canadian Group of Investment Bankers Association meeting.

Oct. 13-15, 1961 (White Sulphur Springs, W. Va.) Southeastern Group of Investment Bankers Association meeting.

Oct. 15-18, 1961 (San Francisco, Calif.) American Bankers Association annual convention.

Oct. 16-20, 1961 (Palm Springs, Calif.) National Security Traders Association Annual Convention at the Palm Springs Riviera Hotel.

Oct. 17, 1961 (Detroit, Mich.) Michigan Group of Investment Bankers Association meeting.

Oct. 19, 1961 (Pennsylvania) Western Pennsylvania Group of Investment Bankers Association meeting at Rolling Rock, Pa.

October 20-21, 1961 (Milwaukee, Wis.) National Association of Investment

Clubs 11th annual national convention at the Hotel Schroeder.

Oct. 24, 1961 (Minneapolis-St. Paul)

Minnesota Group of Investment Bankers Association annual meeting.

Oct. 26, 1961 (Louisville, Ky.)

Ohio Valley Group of Investment Bankers Association annual meeting.

Nov. 26-Dec. 1, 1961 (Hollywood, Fla.)

Investment Bankers Association Annual Convention at Hollywood Beach Hotel and the Diplomat Hotel.

Dec. 4-5, 1961 (New York City)

National Association of Mutual Savings Banks 15th annual mid-year meeting.

April 8-10, 1962 (San Antonio, Tex.)

Texas Group of Investment Bankers Association of America, annual meeting at the St. Anthony Hotel.

May 6-9, 1962 (Seattle, Wash.)

National Association of Mutual Savings Banks 42nd annual conference at the Olympic Hotel.

Sept. 23-26, 1962 (Atlantic City, N. J.)

American Bankers Association annual convention.

April 27-May 1, 1963 (Boston, Mass.)

National Association of Mutual Savings Banks 43rd annual conference at the Hotel Statler.

## Hirsch Sponsors Program

The investment firm of Hirsch & Co., 25 Broad Street, New York City, members of the New York Stock Exchange and other exchanges, announced it is sponsoring a five-minute radio program of general, business and financial news every evening, Monday through Friday, from 6:30 p.m. to 6:35 p.m., on Station WTOP, a CBS affiliate in Washington, D. C. Julien Barber, news commentator, will present the Hirsch & Co. program which is to be entitled "Today's News and Financial Roundup." The Hirsch office in the nation's capital is located at 808 17th Street N.W.

## Now With J. Barth

(Special to THE FINANCIAL CHRONICLE)

OAKLAND, Calif. — Michael L. Simon has become associated with J. Barth & Co., Financial Center Building. He was formerly with Lawson, Levy, Williams & Stern.

## Nikko Kasai Branch

BEVERLY HILLS, Calif. — Nikko Kasai Securities Company has opened a branch office at 310 South Beverly Drive, under the management of Kenji Hatanaka.

## With Pacific Coast Secs.

(Special to THE FINANCIAL CHRONICLE)

FRESNO, Calif.—Richard J. Martin has become associated with Pacific Coast Securities Co., Crocker-Anglo Bank Bldg. He was formerly in the Fresno office of Powell, Johnson & Powell and prior thereto was with D. W. Holmes & Co.

## Attention Brokers and Dealers

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